

Networking Tips

What is networking?

Networking is a learnable skill that connects and builds professional relationships with others either in person or via professional social networking sites.

Why network?

- ◇ It is one of the most effective job search strategies.
- ◇ It is a great way for people to share resources.
- ◇ As a student or recent graduate, you may even be in a position to share advice or knowledge gained through your education.



Myth

You only network when you need to find a job.

Networking is all about how many people you meet.

I don't need my family's help to succeed.

Networking is all about schmoozing.

Reality

Networking is about forming, developing, and maintaining ongoing relationships that are beneficial to all parties; sharing tips, resources, and connections – as well as professional opportunities.

Quality is greater than quantity. Developing a broad network is great, but if they are all superficial ties, you won't benefit as much.

If you get along with your family, and they're in a position to help you, why not take advantage of all your resources? They may not work in a field or position that interests you, but may have friends or colleagues who do. Employers prefer candidates who are referred by someone they trust. Besides, no one wants you to succeed more than your parents do!

Networking is most effective when you create a genuine, respectful connection. It's easier to start out by building upon the personal and professional relationships you already have.

Build your network based on your answers to these questions:

- What industries interest you?
- What jobs would you like to learn more about?
- Which cities catch your eye?
- Who do you know who might know someone with information on these fields?



Who's already in your network?

- Start with people you know well, and then expand outward.
- Relatives & friends, including those who have graduated.
- Current and former job or internship supervisors and co-workers.
- Loyola faculty, staff & fellow members of student organizations.

How do you expand beyond those you know?

- Ask your current contacts for referrals to conduct advice appointments or informational interviews.

