

## Networking 101



### What is networking & why is it valuable?

Networking is the process of building & maintaining mutually beneficial relationships with professionals in your field or related industries. It involves engaging with colleagues, mentors, & peers to share insights, gain knowledge, and uncover hidden career opportunities. Networking is crucial for career growth, providing access to job leads, industry insights, and professional support!



#### Prepare in advance

We recommend reviewing the list of Networking Community Leaders and their industries prior to the event. Becoming familiar with who will be in attendance allows you to approach conversations with confidence and intention. *This list will be shared with you closer to the event.*



#### Develop thoughtful conversation points

Consider preparing a few professional, open-ended questions or discussion topics in advance. These can help facilitate meaningful dialogue and demonstrate genuine interest in others' experiences and work.



#### Create an elevator pitch

Be prepared to introduce yourself succinctly and professionally. A brief overview of your background, current interests, and goals for attending the event can help set a positive and engaging tone for the conversation.



#### Present yourself professionally

Dress in professional or business-appropriate attire. Bring business cards if available or ensure your LinkedIn profile is up to date and easily accessible. Having a way to capture notes or contact details can also be helpful.



#### Follow up after the event

Be sure to exchange contact information and follow up within a few days of the event. A brief, thoughtful message thanking someone for their time and conversation can help strengthen the connection and maintain professional rapport.

