

Networking 101

A practical guide to building meaningful professional relationships

Networking is relationship-building, not transaction-building.

Lead with curiosity, listen well, and look for ways to stay helpful over time.

• Who to Network With

- LinkedIn and professional communities
- Career fairs, conferences and industry events
- Former teachers, professors and mentors
- Coaches and community leaders
- Friends, family and alumni
- Current and former colleagues
- Faith, civic and volunteer communities
- Neighbors and local connections
- *Peers - help each other grow*

• Questions That Matter

How has your career evolved?

What skills do you value most when hiring?

What would you prioritize in the first 90 days of a new role?

What advice would you give someone early in their career?

How have you created opportunities when none were obvious?

What habits or behaviors tend to derail careers?

Which resources have accelerated your growth?

Who are 2-3 people you think I should meet?

MAKE THE CONNECTION

Be curious. Ask thoughtful questions. Follow up with thanks. Stay in touch.