NETWORKING

Networking is asking for information and advice. This is not a request for employment. Almost everyone is willing to comply with that request and usually is willing to share information about industries, company's career fields and positions. Networking (information gathering) works because you may:

- Obtain better interviews
- Uncover opportunities you never discover in any other way
- Enhance your credibility
- Be in a less competitive situation
- Gather information, suggestions and leads to other people
- Have meetings that are relaxed permitting easy communication
- Find opportunities that are available but never advertised
- Be in a less competitive situation because fewer people are networking

NETWORING CONTACT LIST

- Complete the Contact List on the Networking Contact List listing everyone you know and with whom you can network with.
- Categorize these contacts into A, B, and C contacts. “A” contacts are people who you already know. “B” contacts are your link to hiring managers. These are “bridge” people. They are exceptional resources for internal company information. “C” contacts are the hiring managers.
- Strategize a plan of action for contacting the most strategic contacts and begin your networking sessions.