

NETWORKING



Does your organization lack connections to the community? Are you concerned about how you will find a job after college? *Networking* can assist you with these concerns. *Networking* is a supportive system of sharing information and services among individuals and groups having a common interest.

Here are some things to consider about networking:

Organizational Networking:

- Have everyone in your organization make a list of people that may be helpful in the group's present concern.
- As a group, compile a list other organizations that have a shared interest in the mission of your organization.
- Establish and maintain contact with these organizations via e-mail, telephone, or face-to-face interaction.
- Collaborate with people and/or organizations on events that are beneficial to the community.
- Be willing, as a group, to help other organizations in need. This is good public relations and will help establish a beneficial relationship between the two groups.

Personal Networking:

- Tell family, friends, alumni, and other associates that you are actively seeking employment, internships, or other professional interests.
- Get involved in the community through places of worship or civic organizations.
- Establish and maintain contact with people in organizations that interest you.
- Attend events such as educational or cultural seminars that relate to your interests. This will allow for interaction with people involved in your field.
- Start a "Rolodex" of business cards. Write a point of interest about each person you meet for future contact reference on his or her business card.
- Be willing to assist others in terms of networking. Helping someone else will benefit you both.

"It's all about people. It's about networking and being nice to people and not burning any bridges." - Mike Davidson