**Goal of Networking**

To create and/or maintain an ongoing system of professional success and mutual benefit. NOT a discrete event or self-centered event.

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**Networking Tips**

1. Focus on opportunities to **give back to the network**. Host a party, volunteer to help a colleague in need, or look for ways to connect others proactively.
2. **Be inclusive** in your conversations. Invite others who are on the sidelines. Introduce and connect people with similar backgrounds and work history.
3. **Prepare** for a networking event. Recall who will be there, what you’ve discussed in the past, and perhaps some questions to ask.
4. **Listen and inquire.** Asking questions, especially of new acquaintances, shows your interest. Listen to their responses and ask follow-on questions. Weave in some of your own experiences so they have the opportunity to get to know you.
5. **Know your story.** What is your narrative? Have a succinct and personal story, while weaving in career goals, as well. Be careful not to over-rehearse and seem robotic.
6. **Have confidence.** We all have something to give and gain from our professional relationships.
7. **Follow-up.** Maybe not the day after, but touch base with new acquaintances, especially if something reminds you of them. Send articles or news releases that relate to your conversation.