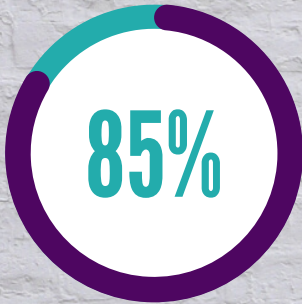


Networking

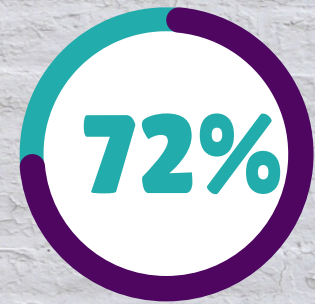
(noun) [the process of meeting other people to share information and develop contacts, especially to further one's career]



85% of jobs are filled through networking.



It only takes a tenth of a second to make a first impression. Make it count!



72% of people say their impressions are impacted by someone's appearance and handshake.

First Impressions



Pay attention to your body language.

Dress appropriately for the occasion.



Make eye contact.

Smile!



Making Conversation

Meeting new people can be intimidating! Keep these tips in mind to help you master the art of making conversation.

BE CONFIDENT

AVOID FILLER WORDS, LIKE "UM," "UH," "LIKE," "KIND OF"

STAY POSITIVE!

DON'T LOOK AT YOUR PHONE OR OTHER DEVICES

KNOW YOUR AUDIENCE

ASK QUESTIONS AND LISTEN TO THE ANSWERS

Let's practice:

It's a Small World Afterall

We are all connected, and the power of your network may surprise you! Your network isn't just your friends and family - it includes who they know as well. Our networks support us throughout our lives, and may be able to help us achieve our goals, such as getting accepted into our top choice school or organization, or scoring the dream job.

We are going to explore how far our networks can take us by determining how we are connected to some of today's most influential people! You will pick a person from the list below and determine how you are connected to them using the smallest number of connections.

1. Elon Musk
2. Oprah Winfrey
3. Justin Bieber
4. LeBron James
5. Malala Yousafzai

Example: Jeff Bezos

You -- Aunt Betty (an executive at Amazon) -- Jeff Bezos

You -- Mom (teaches 4th grade) -- Stuart (student in Mom's class) -- Oliver (Stuart's dad, executive at Amazon) -- Jeff Bezos

You -- Jamie (your best friend) -- Amanda (Jamie's Aunt) -- Jenny (Amanda's college roommate) -- Jason (Jenny's husband, works at Robin Hood) -- Mark Bezos (works at Robin Hood, Jeff Bezos's brother) -- Jeff Bezos

Trouble getting started? Think about the industries these people work in. Do you know anyone who works or has worked in the same industry?

TIP: Social media platforms, like Facebook and LinkedIn, help us identify connections in our networks!

Facilitator's Guide:

Networking

THE GOAL:

- Learn best practices for meeting new people and making conversation.
- Understand what a network includes and the benefits of having a network.
- Be able to draw connections to people using your network.

THE LOGISTICS:

- Discuss best practices for meeting new people and the importance of first impressions.
- Have participants brainstorm what makes a good networker. Record the responses on a whiteboard or flipchart at the front of the room. Questions to ask may include:
 - "What makes a good networker? Are there certain qualities that all good networkers have?"
 - "What does this person do when he/she meets someone? What do they do after they meet someone?"
- Depending on size of the group, you may work as one group or break into small groups to complete the "It's a small world" activity.
- Help the group brainstorm initial connections: "Do you know anyone that works in tech?" "Who are the people in the inner network of LeBron James? How might you be connected to them?" "Where is Oprah Winfrey from? Do you know anyone who is also from that same neighborhood?"
- If broken into separate groups, have each group present their connections.

THE ITEMS:

- Launch Guide (one per participant)
- Paper and writing utensils to write out connections
- White board or flip chart and markers

THE WRAP UP:

- It's important to note that networks, like other relationships, require give and take. Remind participants that they need to consider what they can offer their networks, not just about what the network can offer them.
- Like a plant that needs water, networks need to be taken care of and it's important that you have regular check ins with people in your network to maintain those relationships.
- Optional homework: Ask participants to send a note (text, email, or physical note) to someone in their network they don't see often.