Identifying Professional Resources

- What is Networking
  - An exchange of information, ideas, interests
  - You do this everyday
  - You are good at it
Establishing your Network

- Where to find your network
  - School
    - Peers
    - Faculty
    - Student Orgs
  - Work
    - Boss
    - Co-Workers
    - Meetings
  - Family/Community
    - Events
    - Neighbors
Keeping your Network Alive

You have to communicate!

– Thank you notes
– Semester Updates
– Holiday Cards
– Phone, Email, In Person
Stages of a Meeting

How to set up, conduct and end the meeting:

– Set the Stage
– Develop Rapport
– Get Referrals
– End the Meeting
– Stay in Touch