

Professional Networking



What is it and why is it important?

What is Networking?



Networking is Simply....



About getting to know people!



Getting
To Know
You!

And getting them to know you!

Why is this Important?

**WHEN I FIRST
MET YOU, I HONESTLY
DIDN'T KNOW
YOU WERE GONNA
BE THIS IMPORTANT
TO ME.**

Networking!

- ***Essential to advancing a career***
- ***Can help you start a business***
- ***Is strongly encouraged by business schools***
- ***Leads to lifelong relationships***
- ***You will likely get a job through who you know rather than through your education or work experience!***

As a Student Networking...

- *Could help you learn more about a career you have an interest in.*
- *Could help you find an opportunity to volunteer.*
- *Could provide academic support.*
- *Could help with written recommendations.*
- *Could put in a good word for you.*
- *Will help you develop social skills.*

A Person in Your Network...



Could help you find a job or Volunteer Opportunity!

Did You Know?



***85% of all jobs are filled through
networking!***

Use Every Day as....

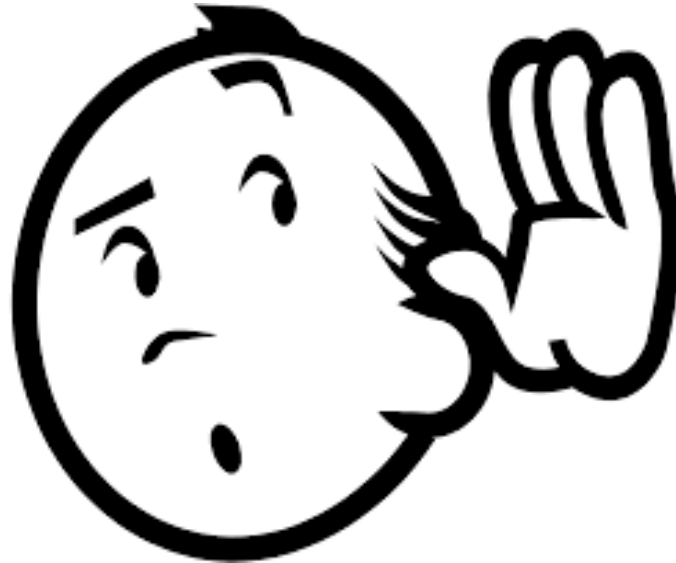


An opportunity to Network!

Network with....

- ***Your close friends.***
- ***Classmates you meet in school activities***
- ***Family, extended family, neighbors***
- ***Teachers, councilors, coaches.***
- ***People you meet at events, restaurants, etc.***

Listen for....



***Connections to something you are
interested in!***

When Networking....

- *Keep things casual.*
- *Don't try to sell yourself.*
- *Let people get to know you, your interests, your personality.*

Most Importantly....



Listen more then talk!

Practice is Important!!!

- ***We all get nervous when we meet new people.***
- ***Practice Introducing yourself.***
- ***Talk about your interest.***
- ***Practice with a parent, sibling or a friend.***

When Networking at an Event

- ***Be intentional – Why am I here today.***
- ***Have an Ice Breaker – What brings you here?***
- ***Be open about your goals.***
- ***Always follow up!***

Good Ice Breaker Questions



To ask someone when you're first meeting

How did you get involved with...

Or

- ***What made you decide to attend this college?***
- ***What make you choose this major?***
- ***How did you get your start in....?***

What advice would you give me...

- ***If I wanted to be successful in your line of work?***
- ***If I wanted to be successful in your major?***
- ***If I wanted to attend your school?***



What would make someone a perfect fit for....

- ***Your company?***
- ***Your organization?***
- ***Your school?***
- ***Your major?***



**THE
PERFECT FIT**

Did You Know?



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

What about Social Media?



Invaluable tool for connecting with companies, employers, colleges and other teens.

Just Remember...

Before you...



THINK!

- T** = Is it True?
- H** = Is it Helpful?
- I** = Is it Inspiring?
- N** = Is it Necessary?
- K** = Is it Kind?



***Anything you post
can likely be seen by others***

Did You Know?



***70% of Recruiters reject candidates based on
what they found online***

Start a LinkedIn Page



What is LinkedIn?

The image shows a screenshot of a LinkedIn profile for Garrett Ivo. The profile includes a header with navigation links (Home, Profile, Contacts, Groups, Jobs, Inbox, Companies, News, More), a search bar, and a banner for SCAD. The main profile section features a profile picture of Garrett Ivo, his name, title (Account Director at Aifol Public Relations), location (San Francisco Bay Area), and current employer (Aifol Public Relations). Below this are buttons for 'Connect' and 'Send InMail'. To the right, there are '370 connections' and a 'More Search Results' section with profile thumbnails. The 'Background' section is highlighted in black, and the 'Summary' section contains text about his career and experience. The right sidebar includes 'Jobs by LinkedIn Members' and 'How You're Connected'.

Home Profile Contacts Groups Jobs Inbox Companies News More

People

Study Art & Design Degree - Earn a degree online. Acrylics, Airbrush, Drawing. More info about SCAD here From Savannah College of Art & Design

Garrett Ivo
Account Director at Aifol Public Relations
San Francisco Bay Area · Public Relations and Communications

Present - Aifol Public Relations
Education - Aifol College

Connect Send InMail

370 connections

www.linkedin.com/in/garrettivo

More Search Results

Julie Barker
Director of User Experience
Connect

Jobs by LinkedIn Members

Allen - Graphics Designing
Learn Animation, Design & I
IACT Online, San Ramon, CA

Learn user experiences -
3 full-day workshops in Toron
King Lou Rosenfeld, Wrocl

Which Subject Lines Fall
We analyzed millions of ema
the highest and lowest open

HOW YOU'RE CONNECTED

BACKGROUND

SUMMARY

Reaching to the public since shortly after birth, the past 30 years formally so. I've spent the majority of those years with Aifol, a firm specializing in PR and marketing communications for all things tech - from stealth start-ups to enterprises.

Experience includes B2B and B2C work in the form of product launches, company launches, rebranding

Networking is a Gift...



You can only give to yourself!

A person wearing a dark blue suit jacket and a light-colored shirt is holding a white rectangular sign with both hands. The sign has the word "QUESTIONS?" written on it in a bold, black, sans-serif font. The background is a plain, light gray color.

QUESTIONS?