

The Power of Networking

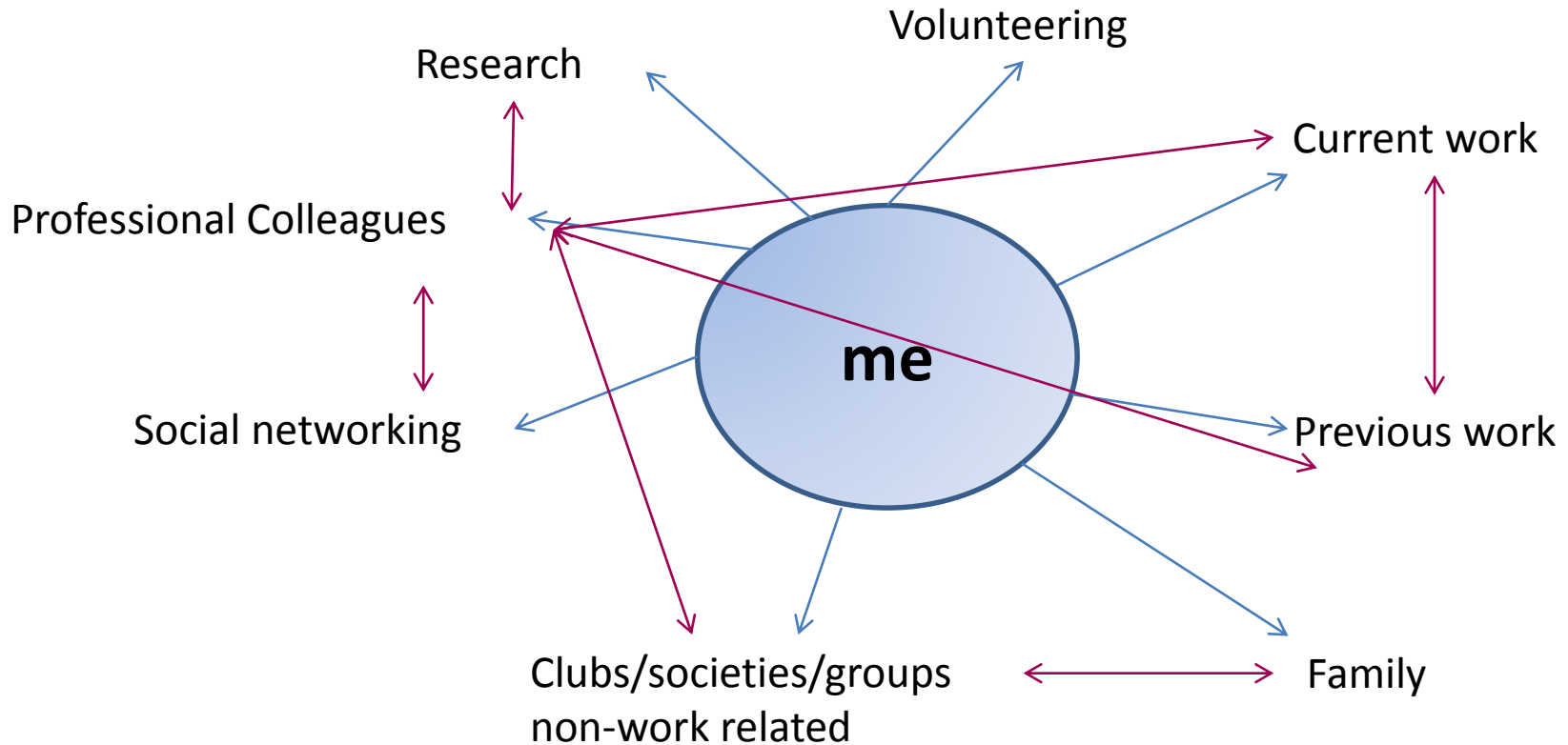
Why?

- Improving understanding of a specific role and work environment
- Enhancing your reputation
- Demonstrating motivation
- Raising your profile
- Establishing professional relationships

How?

- Be generous with what you give to the network. Be wary of taking too much from it.
- Ask *about* the job, don't ask *for* the job.
- You are responsible for managing your reputation.
- Remain an active member of your network.
- Don't just show up...follow up!

Consider your own network...



How can you make this network work for you?

Who are your fans, hubs & promoters?

Fans: These are people who think you're great. Talk to them before you fill in an application or go to an interview – they'll make you feel better about who you are and what you have to offer.

Hubs: They also think you're great and may be happy to put in a good word and/or make some introductions to people they know. But, they need to be told what you want them to do for you. Be specific. And treat them to a coffee.

Promoters: are rare and valuable beings. We all need an Promoter or two. These fans will be singing your praises without being prompted. Be sure to keep them up to date on what you're looking for or a new career direction.