

# Networking Tips

## ***Ask Questions and Listen Actively***

Don't be afraid to start a conversation. Ask open-ended questions that facilitate conversation. Remember that networking is about building relationships, not just making contacts. People want to know that you have heard and appreciate their experience and what they have to say.

## ***Stay in Touch with Your Network***

The networking process does not end when the career event or job fair is over. Be sure to give and receive contact information. Following up with your network continues the relationships and preserves those connections.

## ***Connect through LinkedIn***

Joining LinkedIn is one of the easiest steps you can take to build your professional network. Connect with peers, professors, and key players in your chosen industry, even those you don't yet know in real life.

## ***Treat Everyone with Respect***

If you think someone is "just" a clerk or assistant, you risk getting a reputation for acting entitled. Everyone has a unique view on their industry or profession that may help you in yours.

## ***Do Research***

Start networking before you even need to. Connect with professors at school, supervisors at work/internships, classmates and colleagues. You can also connect with professionals in your community.

## ***Don't Focus on Your Personal Agenda***

Successful networkers build genuine relationships and give more than they receive. They actively listen, ask opened ended questions, and offer to help when they are able.