



GET RESULTS NETWORKING

SECURE YOUR NEW JOB AFTER B-SCHOOL FASTER



MEET

SHARE

RECONNECT

HOW NETWORKING WORKS

NETWORK FOR CAREER INSIGHT AND REFERRALS



Identify people you know and people you want to meet



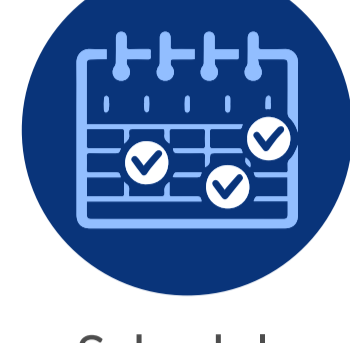
Reach out via email or LinkedIn to connect



Schedule informational meeting to learn and share, NOT TO ASK FOR A JOB



Ask for advice, information and referrals



Schedule regular follow up to stay in touch

WHY NETWORKING WORKS



Builds trust



Creates greater awareness of your qualifications



Hiring managers network to fill jobs



New relationships result in introductions to new people



Access to jobs in the "hidden job market"



Bypasses the black hole of job postings

DEVELOP YOUR NETWORKING STRATEGY



Who will you network with



Why you will network with them



What questions will you ask



Where and when will you meet them



How will you introduce yourself



How many contacts/meetings/frequency/ goals

NETWORKING ACTIVITIES

ADD THESE NETWORKING ACTIVITIES TO YOUR SCHEDULE

Informational meetings

Online/
social networking



Workshops/classes

Professional association events



Alumni networking events

MeetUps,
Specialty groups



Volunteering

Industry conferences



Employer presentations on campus or virtual

YOUR PITCH TEMPLATE

My experience has been [industry, role or type of company]

My [type of degree, concentration and name of school] further developed my skills.

I am pursuing a career as a ... [career goal]

I've been successful [what problems you solve, what solutions you offer]

This gave me the opportunity to [skills used or problem solved]



PURPOSE OF INFORMATIONAL MEETING

OUTLINE FOR 20-30 MINUTE INFORMATIONAL MEETING



Acquire information about careers, companies and industry

Greetings, small talk

3-5 minutes



Learn first-hand about roles you are interested in

Your pitch and purpose of the meeting

3-5 minutes



Get career advice

Ask questions

10-15 minutes



Ask for introduction or referral to other contacts

Thank you, ask for other contacts, offer help

3-5 minute



Develop relationship for future assistance

RESULTS



80% of jobs are never advertised



10X more likely to get hired if referred



70 - 85% secured new job due to networking



35% received job from referral
Of which
49% Friends
35% Professional connections
19% Community forums
11% Alumni networks

To improve your networking, get the **Networking Toolbox** by Beyond B-School

Sources: https://cdn2.hubspot.net/hubfs/463671/No%20index%20files/The_Little_Grey_Book_of_Recruiting_Benchmarks_2016.pdf
Jobvite Job Seeker Nation 2018
(Payscale) <https://www.payscale.com/career-news/2017/04/many-jobs-found-networking>