

NETWORKING GUIDE

The process of establishing relationships is to explore career fields, identify job leads, and develop your career.

Who Do You Know?

Some relationships may be established; others are waiting to be developed.

Personal Family Friends Clubs Teams	Work Past and Present Coworkers Volunteer Workers Supervisors	Educaiton Alumni Teachers Professors Advisors Staff	Professional Services Physicians Dentist Accountant Fitness Trainer Mechanic Landlord	Multimedia Websites Facebook LinkedIn Book Authors
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Personal Pitch

A brief statement to convey information about you in an effective manner.

Establish Who You Are

- What is your work or educational status, situation, and role

Pick Your Strengths

- Related skills
- Areas of expertise
- Personal qualities
- Accomplishments

Clarify What You Want/Need

- Information about career field
- Internships
- Job openings
- Advice

Example 1: I am a freshman at Saint Louis University considering going into computer science. I have some experience coding and am especially interested in programming. Would you be willing to meet with me for 20-30 minutes to discuss your career in this field?

Example 2: I am calling to see if it would be possible to meet with you to discuss opportunities in the not-for-profit sector. This May, I will be graduating from Saint Louis University with a degree in psychology. While at SLU, I have been active in my sorority, which has allowed me to help with fundraising, event planning, and program coordination for service events. I am the kind of person who gives 110 percent to something I care about. I am very drawn to the not-for-profit sector. Do you know of anyone who works in this type of organization whom I may talk to about available positions?



Networking at Career Fairs

- Review the list of fair attendees
- Practice your personal pitch
- Start by visiting your secondary choices, then proceed to your favorites
- Bring copies of your resume and have a portfolio to store notes, brochures, and business cards
- Follow up with recruiters at organizations where you are interested (reference our Thank-You Letter Guide)
- Wear professional attire