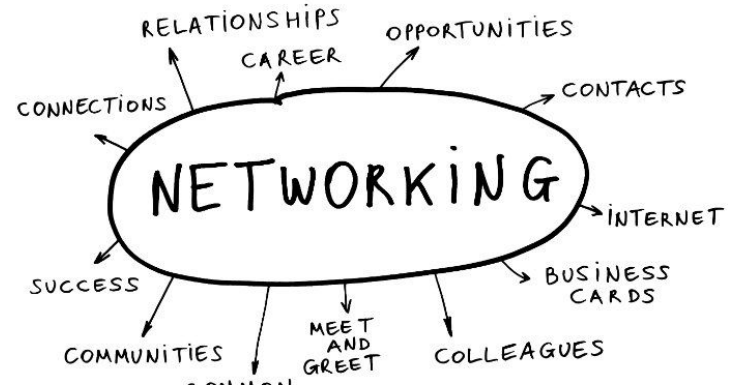


WE NETWORKING

#Makingnewfriends #Iwantajob

Networking

- Why Networking
- Before/During/After Events
- Ways to Network
- The “Event”



Why Networking?

- Studies show majority of jobs are no longer posted
- Your materials will get a more careful look
- **People know people**
- It'll make your second job search much easier



Why Networking?

Laying the seeds to successful
professional relationships

**It's About Making
CONNECTION**



The Networking Process

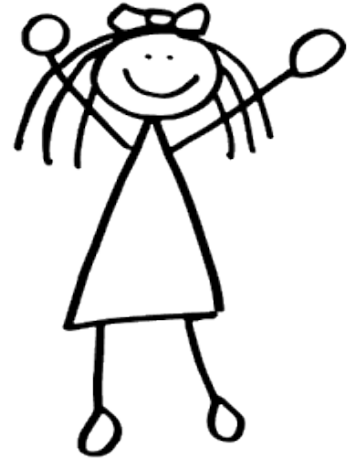
What you'd like it to be:



You, job hunting

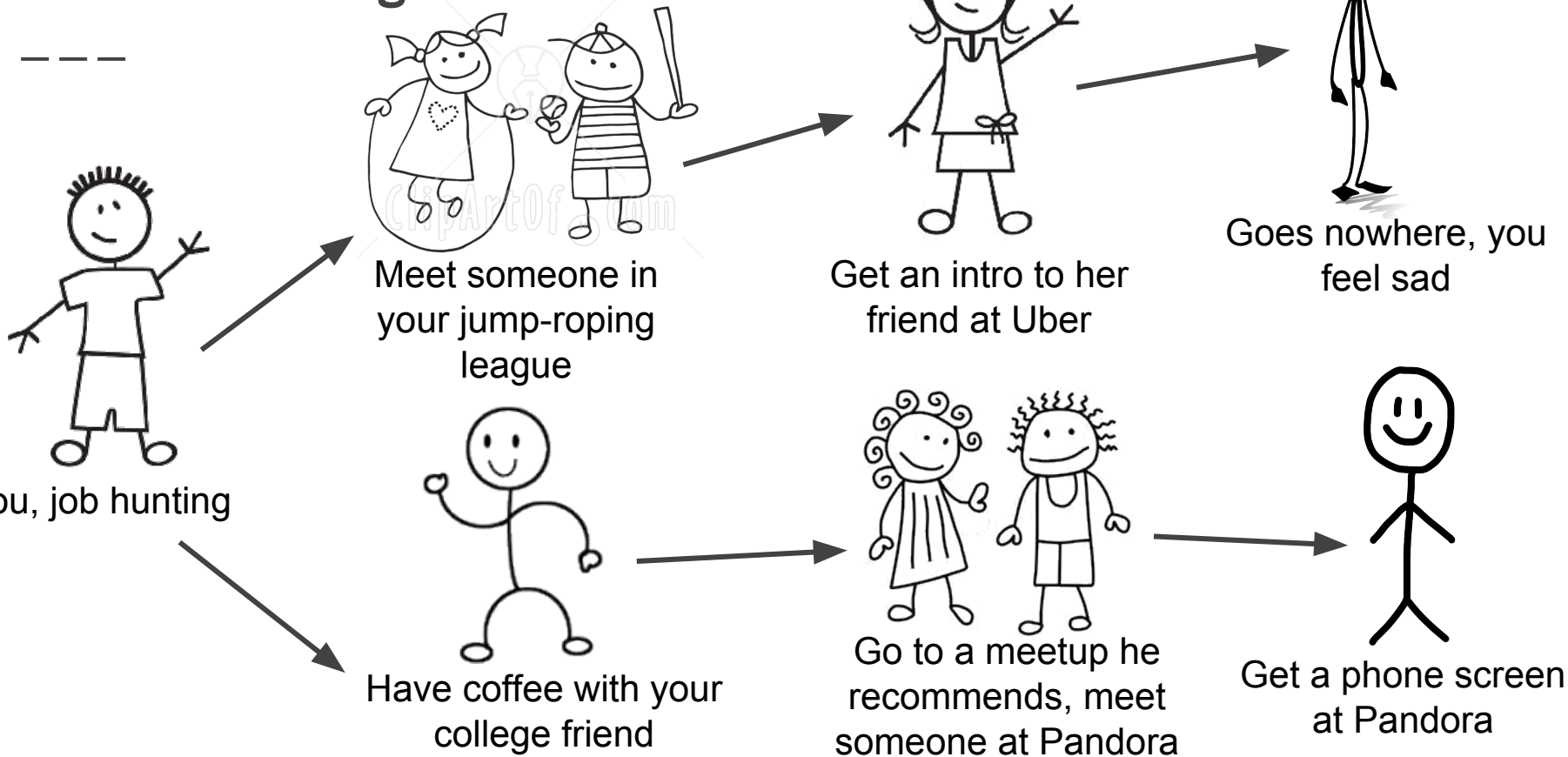


Networking contact



You, employed!

The Networking Process



Common Mistakes At Meetups/Happy Hour



- Not attending
- Assume there to get a job
- Not prepared to talk about self
- Avoid talking to new people
- Not following-up

THE STORY



Is there a bad Ninja on your back ready to sabotage you?

THE TRUTH



You deserve to be there.

Introverts can network and it can be fun.

Nobody is there to be a jerk...People are friendly :-)

You can make friends AND get a job at the same time

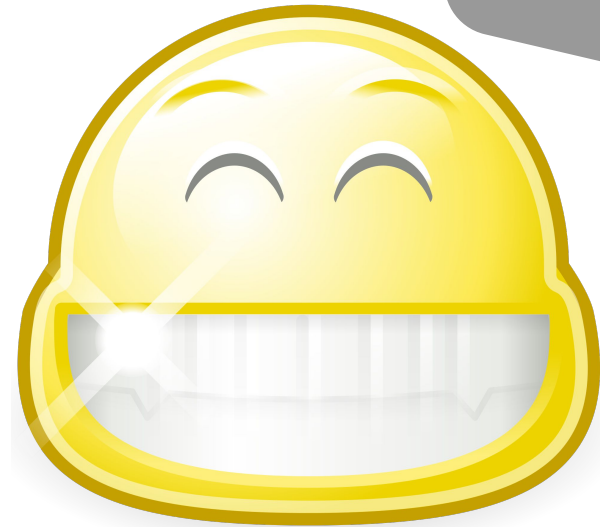
THE TRUTH

Keep the following things in mind:

- **It feels good to help others.** Most people will gladly assist you if they can.
- People like to give advice and **be recognized for their expertise.**
- Almost everyone knows what it's like to be out of work or looking for a job.
They'll sympathize with your situation.
- By connecting with others, you're sure to **get some much needed encouragement, fellowship, and moral support.**
- **(Re)connecting with the people in your network should be fun**—even if you have an agenda. The more this feels like a chore the more tedious and anxiety-ridden the process will be.

BEFORE

- How many people do you want to meet?
- How do you want to present yourself? (YOUR BRAND)
- Infomercial

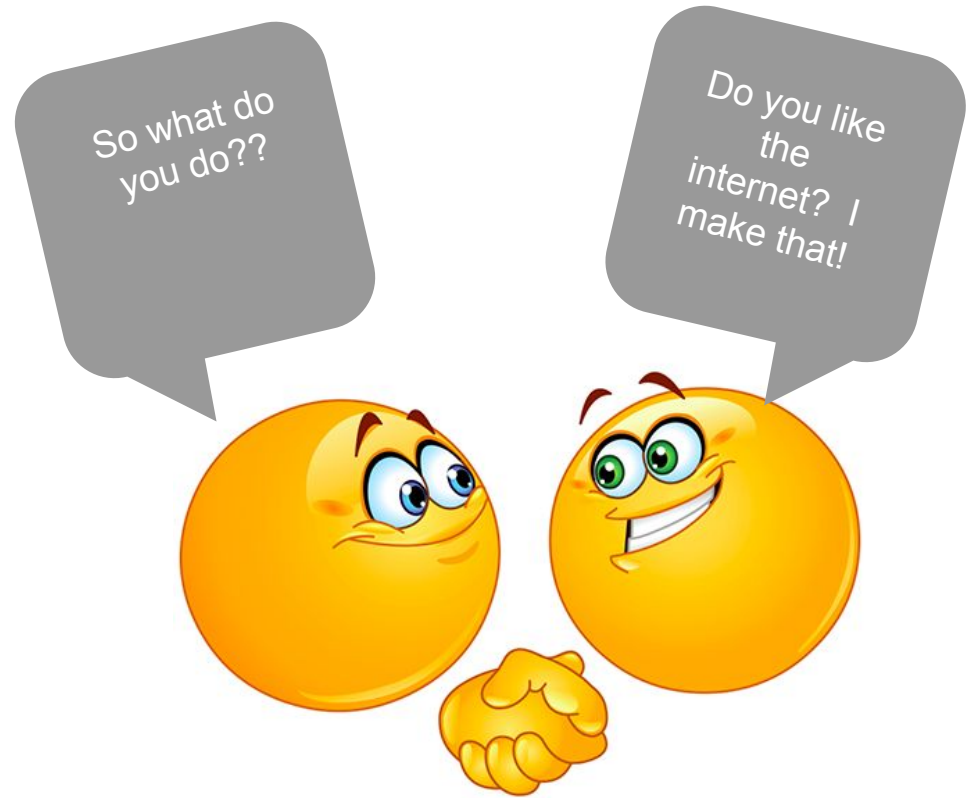


I'm
really a
nice, smart
person

Set Your Intention....Smile.

“What do you do?”

- 30-45 seconds
- What you do
- Something awesome about you
- Think about infomercial



What Is Your "Infomercial"?

BEFORE

**Five questions in
your back pocket
that you can ask
anyone?**

DURING

- Get there early
- Open vs. Close-ended questions
- Get curious about them
- Listen (more than you talk)
- Smile
- Listen some more
- Smile
- Get curious
- Find contact info

THE EVENT

Networking TED Talk
Christopher Barrat



THE EVENT

Networking TED Talk
Christopher Barrat



MAY I JOIN YOU?

HELPFUL THOUGHTS

- Business cards
 - Yours
 - Theirs
- Write their names down
- Can you connect on LinkedIn?

AFTER

- Thank and appreciate the people you talk with
 - “Great to meet you...”
 - “Appreciated your time..”
- Follow up with an email
- Recommend getting together for coffee or Skype coffee date

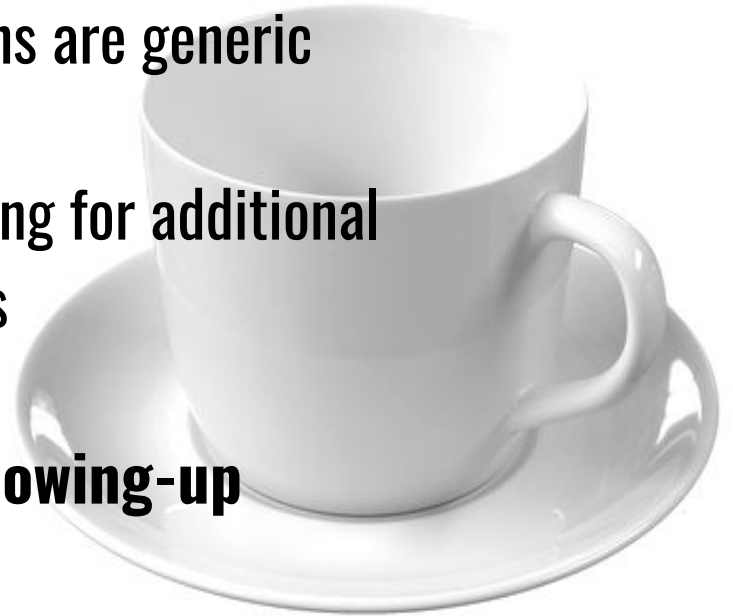
- Get curious about the person
- Know what you want to ask BEFORE the “Date”
- Any recommendations of people to meet inside or outside of their jobs

THE DATE + THE “ASK”



COMMON MISTAKES

- Asking for too much - a job, resume/cover letter review
- Questions are generic
- Not asking for additional contacts
- **Not following-up**



Ways To Network

Ways To Network/Resources

Facebook

LinkedIn

SnapChat

Shapr

Blogs/Responses

Family

Friends

Networking event

CHROME EXTENSIONS

Clearbit

Hunter

Non-tech meetups

Chamber of Commerce

YPOSF

Social Groups

Church

Sports groups

SITES

Myopportunity.com

Hired.com

Vettery.com

Triplebyte.com

Pramp.com



P.S. Sign up for job alerts

COMMON MISTAKES

- Summary-USE KEYWORDS AND LANGUAGES
- Incomplete profile
 - Professional picture...smile
 - Projects
 - Education
 - Experience
- Invitation to connect is not tailored
- No follow-up



AN IDEA...

Hi Amazing Person...

I am a Software Developer in SF and I just saw that {your company} is looking to bring someone great to the team. I would really enjoy the opportunity to learn more about you, the company and the role. Your background in ____ is particularly interesting to me. Might we be able to get together for a quick Skype or in-person coffee? I realize you are super busy so thanks for checking me out. Looking forward to connecting with you.

WHAT IS YOUR PLAN?

- Set weekly goals
 - Send 5 LinkedIn / a/A Alum connections
 - Attend 1 meetup and meet at least 3 new people
 - Request 2 informational interviews
- Calendar follow-up
- Be persistent, patient, and polite
- Have fun



REMEMBER...

ELI'S FAVORITE LINE

***“You can’t wink at
someone in the dark!”***



TAKE AWAYS

- **DO NETWORK...**It WILL help your professional development now and in the future.
- **CONNECT...**Do meet people with the idea of having fun and making friends. People like to help people.
- **FOLLOW UP** now and in the future

REMEMBER...

Time To Network



PRACTICE

Pretend you work for a company and your role

Those with DOTS on your name badge will be JOB SEEKERS

Those WITHOUT DOTS on your name badge are “developers with jobs”

HAPPY HOUR WORKSHOP

Meet someone new.... GET CURIOUS

