Networking Strategies

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Welcome & Objectives

Welcome to Networking Strategies

Objectives:

- Understand the importance of networking
- Learn effective networking strategies
- Practice networking skills

What is Networking?

Building and nurturing professional relationships

- Personal
- Professional
- Online

Why Networking Matters

Career opportunities

Knowledge sharing

Mentorship and support

Preparing to Network

DEFINE YOUR GOALS

IDENTIFY YOUR NETWORK

PREPARE YOUR INTRODUCTION

Elevator Pitch

Keep it brief (30-60 seconds)

Highlight your strengths

Practice regularly

Elevator Pitch Example

Hi, my name is Alex Taylor, and I'm an IT professional with a strong background in systems administration and cybersecurity. Over the past three years, I've helped small businesses streamline their IT infrastructure and improve data security, reducing downtime by 30%. I'm passionate about solving technical challenges and staying ahead of emerging threats. I'm currently looking for opportunities where I can contribute to a dynamic team and help drive secure, efficient tech solutions. I'd love to learn more about your organization's IT needs and how I might be a good fit

Elevator Pitch Example

Hi, I'm Jordan Lee. I recently completed the AWS Cloud Foundations certification, which gave me a solid understanding of cloud computing concepts, core AWS services, and best practices for cloud architecture. While I'm new to the field, I've been actively building hands-on experience through labs and personal projects, and I'm excited to apply what I've learned in a real-world environment. I'm currently seeking entry-level opportunities where I can grow as a cloud professional and contribute to innovative, scalable solutions. I'd love to hear more about your experience working with cloud technologies.
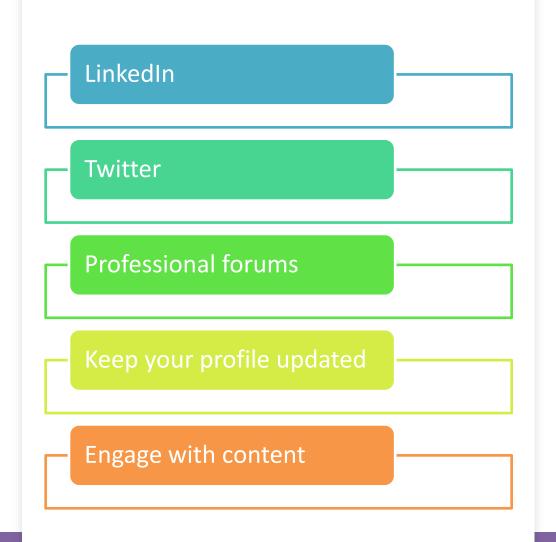
Where to Network

Career fairs	Conferences
Social media (LinkedIn)	Alumni events

Online Networking

- LinkedIn
- Twitter
- Professional forums
- Keep your profile updated
- Engage with content

Networking Etiquette

Do's:

Be respectful

Follow up

Offer help

Don'ts:

Be pushy

Overshare

Following Up

Send a thank-you note

Connect on LinkedIn

Stay in touch

Overcoming Networking Anxiety

Tips:

Start small

Practice active listening

Focus on learning

Interactive Activity

Practice:

Pair up and share your elevator pitch

Give feedback to each other

THANK YOU FOR ATTENDING!

- Please complete this brief survey: https://forms.office.com/r/sipxP7whbW
- Follow us on LinkedIn: https://www.linkedin.com/company/strengthening-community-colleges/
- Follow us on Instagram: cuny_scc
- See you next time!