

Networking

It is an investment in your Career Path



What is Networking?

Creating Connections with People

- Creating a business network is a way to expand your connections with people in your industry.
- Creating a social network is a way to expand your circle of friends and connect with people who share your same interests.



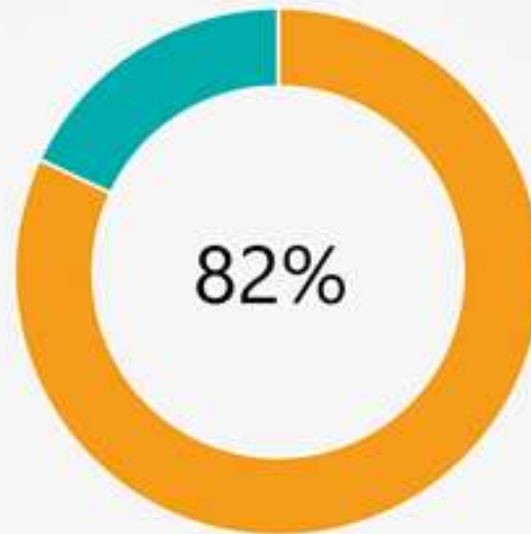
Talk with everyone you know and let them know you are looking for a job.

Build a Strong Network

1. LinkedIn “Computer Professionals at Maharishi International University” group #3601775
2. Friends of friends (ask for referrals or introductions)
3. Recruiters (follow them and comment on posts)
4. Your favorite Companies (follow them and comment on posts)
5. Professional Organizations - groups with similar interest
6. When you are at social gatherings let people know that you are looking for a job (elevator speech i.e. SPS)
7. If you’ve graduated, look into your Alumni Clubs
8. Non-Profit organizations for whom you have volunteered

Employee Referrals

Employee referral program ROI



Of employers rated employee referrals
above all other sources for
generating the best ROI

Source: Career Builder

Applicant Hire Rates

0.22%

1

Job Boards

Job boards produced 88% of all applications but only **29% of hires** in our analysis. Companies that rely solely on job boards are likely to find that the applicants they receive from job boards may be less likely to be qualified for the position or less likely to be responsive after submitting their application.

5.18%

2

Careers Page

In our analysis, an applicant who applied directly from a company careers page was **23 times more likely to be hired** than an applicant from a job board.

19.17%

3

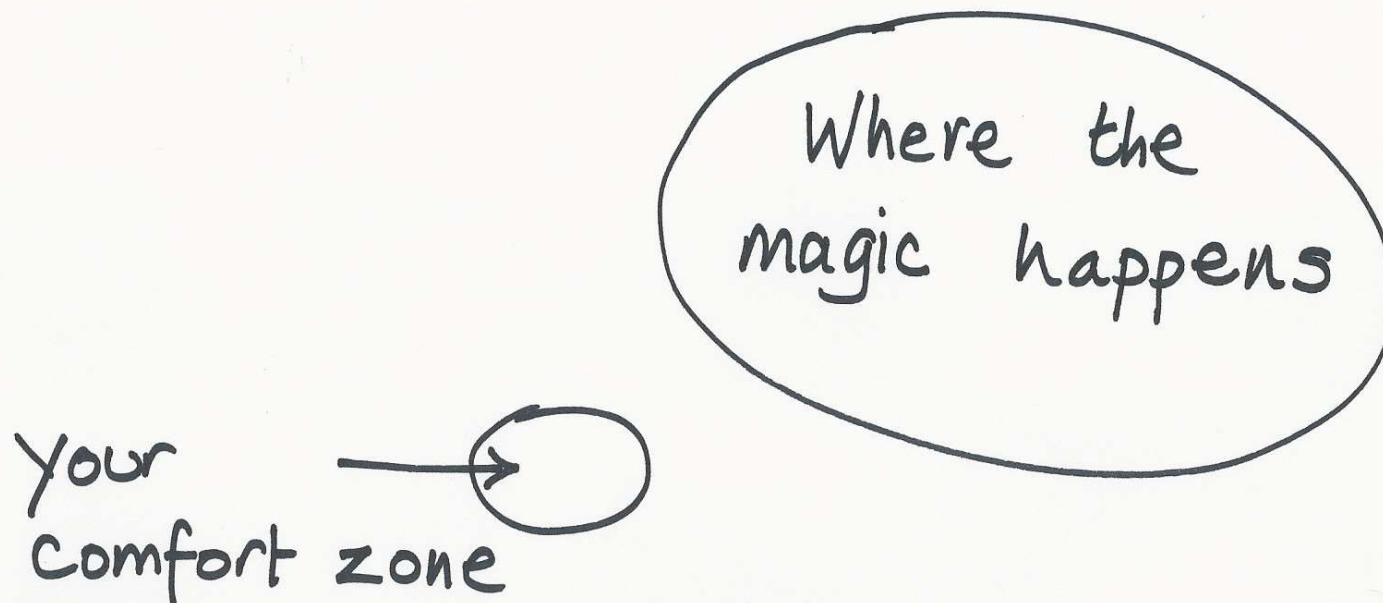
Referrals

An applicant who applied from a referral was **85 times more likely to be hired** than an applicant from a job board.

Apply with a customized cover letter to have better odds at getting an interview.

To Get an Offer

Stretch your comfort zone circle to intersect with people with connections to the jobs you want.



Employed!



Be a Professional Networker

Say someone's name when you meet them; you're more likely to remember it... and people like hearing their own name

Smile
It makes you approachable!

Talk to people at parties, sports games, supermarket lines, even the doctor's office. Anywhere!

Get involved with an organisation or cause meaningful to you. Utilise that interest or activity to start a conversation.

Shy?
It's easy: just ask a question. People naturally love talking about themselves and hearing themselves speak.

Email or call new contacts within a week of meeting and offer to be of help if you noticed an opportunity when you met.

Focus on being an attentive, interested and sincere listener. Avoid interrupting until you hear the answer.

Write a fact about each person on the back of their business card to help you remember them.

How to network like a pro