



What is networking?

Networking is the passing on of information – a great way to learn more about a career or organisation. People you network with can help with your job search – so the more people you connect with, the more potential help you will have. The majority of jobs are sourced through networking contacts.



Where and how do you network?

Face to face
Networking events
Social media
Via introductions



Who do you include in your network?

A successful professional network will allow you access to all the key people, industry-leads and insider information that you need in order to advance. It may include friends and family, current and former colleagues, classmates, teachers and lecturers and people you meet informally, such as at the school gates or at synagogue.



Top tips for face-to-face networking

Look people in the eye
Smile – look friendly
Try and find common territory – it's all about emotional engagement
Remember that good networking is reciprocal – think about information and advice that you may have to help the person.



Top tips for virtual networking

Get a LinkedIn profile - 91% of employers today use social networking sites to screen prospective employees
Google yourself – check out your online footprint. Do you like what you see?
If not, think about how you can change that.
Be careful with your privacy settings on Facebook and never put anything out online that you'd be embarrassed of in real life.