



Networking

"The currency of real networking is not greed but generosity."

- Keith Ferrazzi

Tips on Networking:

- **Research.** Before arriving at an event, know what it is and who will be there. Engage with speakers and attendees on social media to build a context before meeting in person.
- **Go alone.** Having a friend stand with you can affect the atmosphere of your one-on-one conversation with the person you are meeting.
- **Approach people.** Do not be afraid to seek out those standing alone. Smile and shake hands; being too serious does not always work.
- **Listen more than you speak.** It is important to be humble in your speech. People hear each other sell themselves all the time; giving a listening ear can be refreshing.
- **Put your phone away.** It is okay to check your email and tweet, but being present and aware will help you make full use of the opportunities being offered.
- **Ask questions.** Show interest in the other person and what they are representing.
- **Exchange contact information.** Carry extra business cards with you, and ask for others'. It may help to write notes on the other person's business card to help you remember them.
- **Follow up.** A day or two after meeting someone, make contact so they remember you. Keep in touch to maintain the connection.
- **Use social media.** Tweeting, blogging, and contributing to articles are all important tactics for creating a solid online network.

References:

- [15 Simple Tips for Networking Your Way to Career Success by Dave Kerpen](#) (LinkedIn Pulse, 2015).
- [10 Conference Networking Tips: From Sessions to Elevators by Edward Bennett](#) (Progressions, PRSSA, 2011).
- [Eight Reasons Why You Should Network by Caroline Gilroy](#) (RecruitLoop, 2015).

Resources:

[Networking with Depression and Anxiety:](#)

By Judi Cineas

<http://goo.gl/sLjggU>

Networking helps us to:

- Find a job or develop your current career.
- Explore different career options.
- Share your name and organization with others.
- Get recommendations by knowing people; success is built on referrals.
- Broaden your thinking and learn new ideas.
- Identify new market opportunities.
- Improve communication.
- Make friends.
- Find inspiration from other business people's journeys.

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