

# Making the Most of Your Network

JETAANY Career Forum 2013

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A black silhouette of a man in a suit, seen from the back and slightly to the side. He is holding a lit cigarette in his right hand. The background is a solid light gray.

# **MAD MEN**

What worked for me:

# Redefine Networking

## Networking

- meeting new people
- making connections
- keeping and developing relationships you already have
- utilizing commonalities
- teaching, giving, learning

# From real people:

- “I met my boss at a meetup.com social event!”
- “I attribute my success to LinkedIn, but not the job boards - just speaking with and reaching out to different people.”
- “I started learning how to network when I stopped calling it “networking” and started calling it “meeting new people.”
- “I found my current position by following the jobs posted on JETwit.”
- “It’s very unlikely that someone will say no to a free meal, and if they say no – well, that’s the worst that could happen.”

# Practice Activity

# Topic ideas:

I need some advice about...

I want to learn more about...

How can I help you?

My/Your favorite knowledge or fields of interest are...

What I/you can do and love to do...

My/Your preferred place to live (sooner or later) is...

My/Your goal, purpose, or mission in life (or philosophy about life) is...

What groups/networks/affiliations we might share...



Questions?

# Please feel free to reach out!

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Thank you!