

# CAREER NETWORKING



Developing Job Search Presentation Skills

## Options



• Other social media video

• through LinkedIn, chat rooms,

Where do  
you network?

church, concerts, hobbies, parties,  
weddings, reunions, "meet ups")  
of commerce,

organization sp

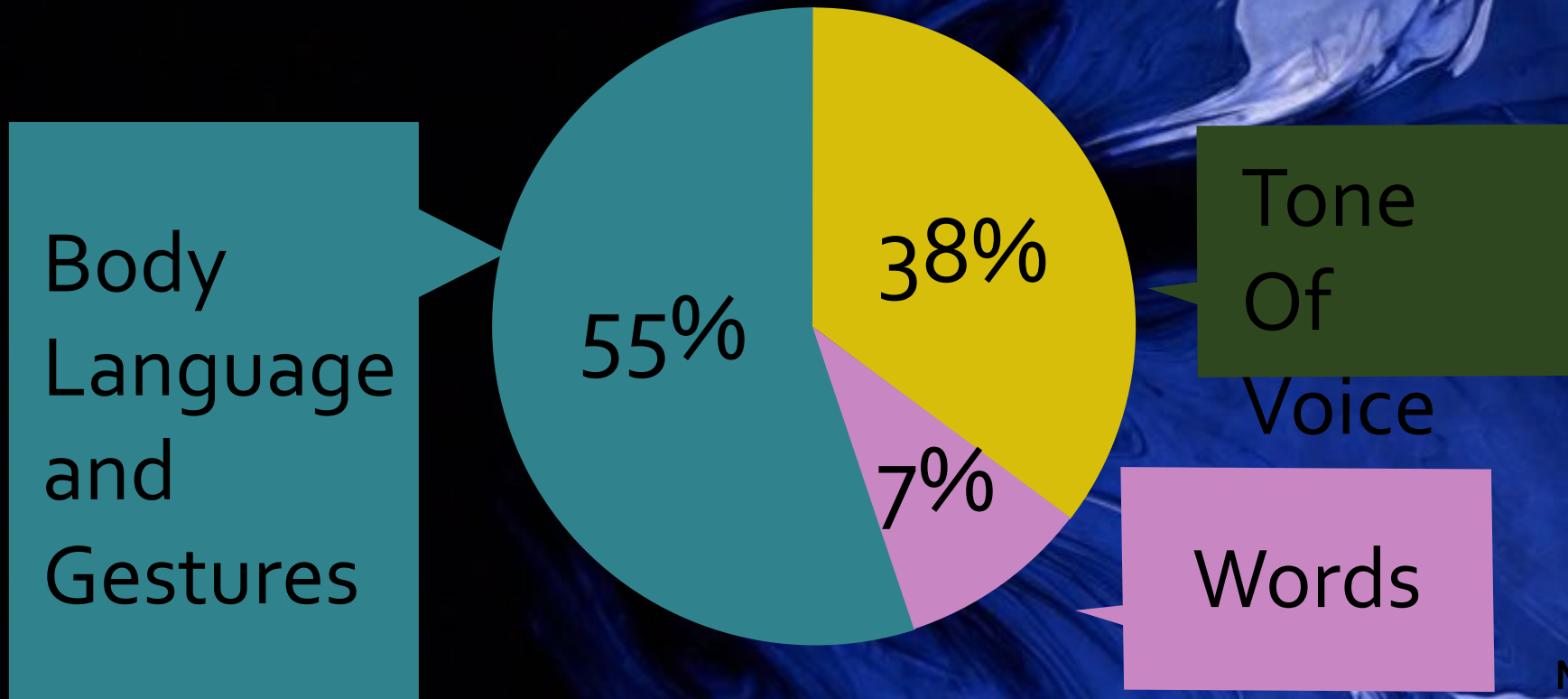


**Find Your Tribe!**



“Likeability”  
Communications

93% Non-Verbal



Mehrabian  
studies of  
Likeability

# Target Networking Levels

## Level 1

colleagues, casual acquaintances

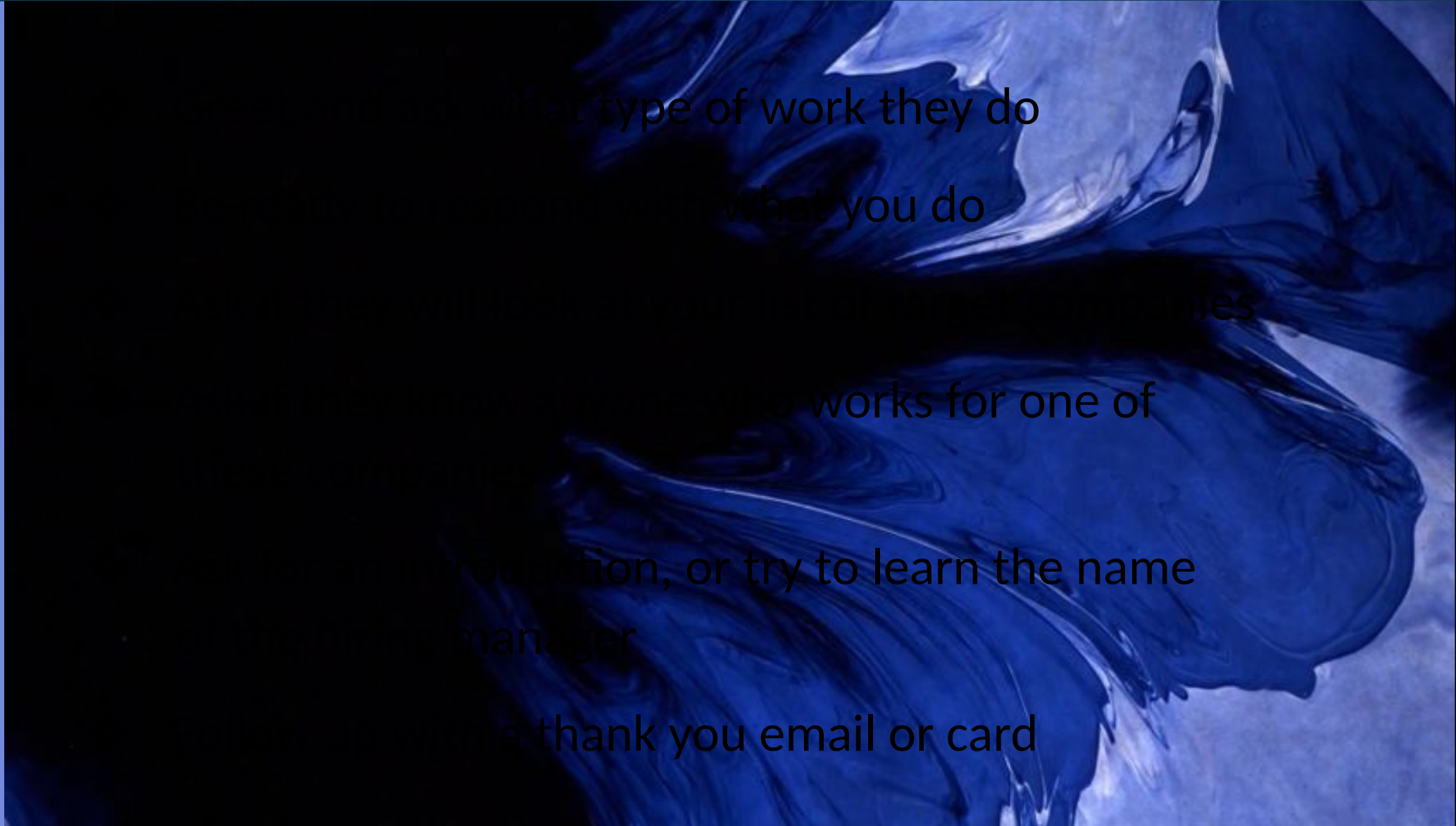
## Level 2

colleagues, managers, people who  
work at your company

## Level 3

managers, department managers at  
your company who can hire you

# Networking Process



- 1. Find out what type of work they do
- 2. Find out what you do
- 3. Find out what their company does
- 4. Find out who works for one of the companies
- 5. Get an introduction, or try to learn the name of the manager
- 6. Send a thank you email or card



## ❖ List of target companies



- If you are currently working, show the six most relevant target companies on your list

# It is a Numbers Game

100 contacts

10 contacts - insiders

5 decision makers

5 decision makers should generate an interview

5 decision makers should lead to 5 interviews

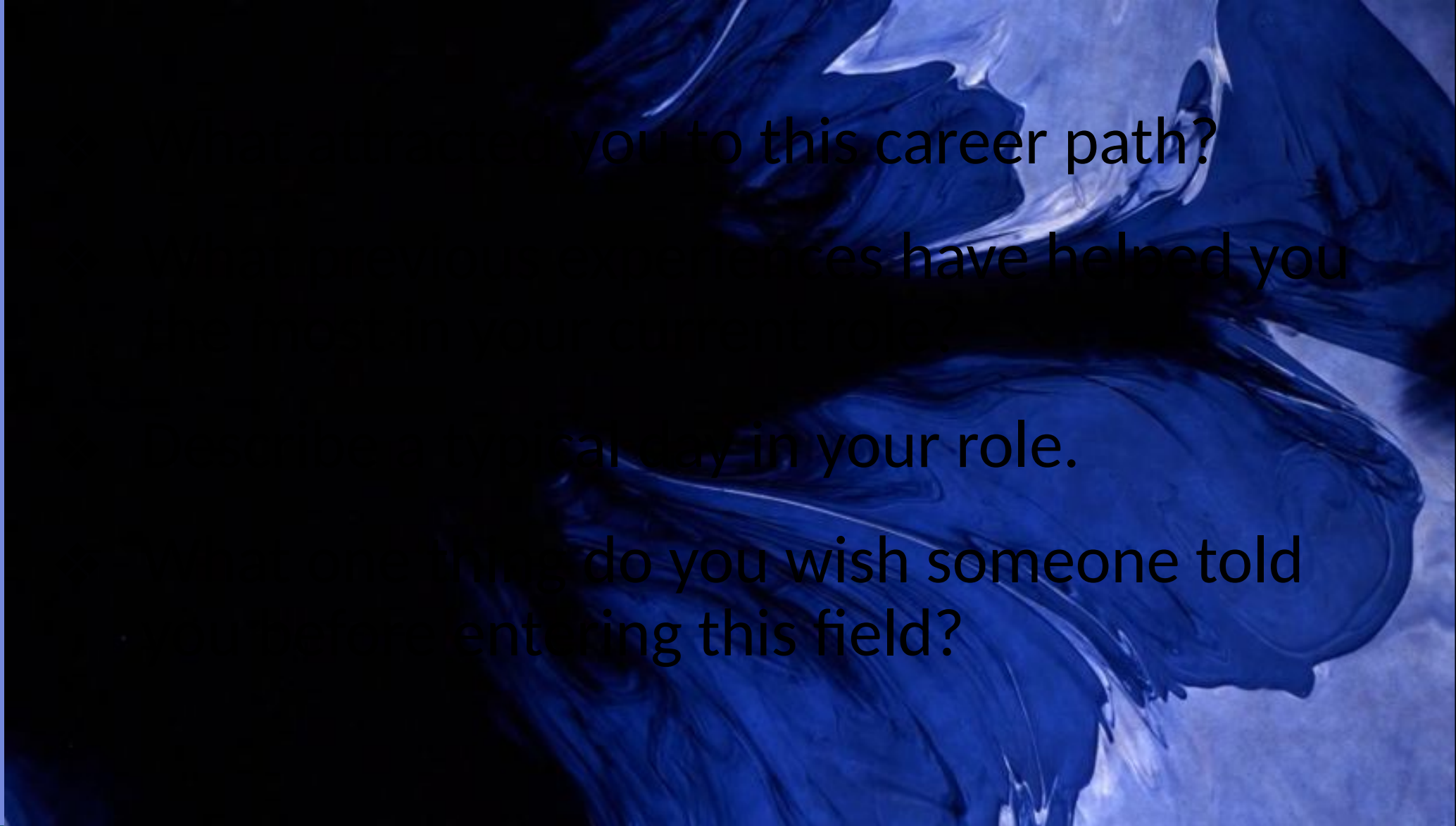
5 seeker interviews with 5 different

companies until they receive an acceptable offer





# Informational Interview Questions



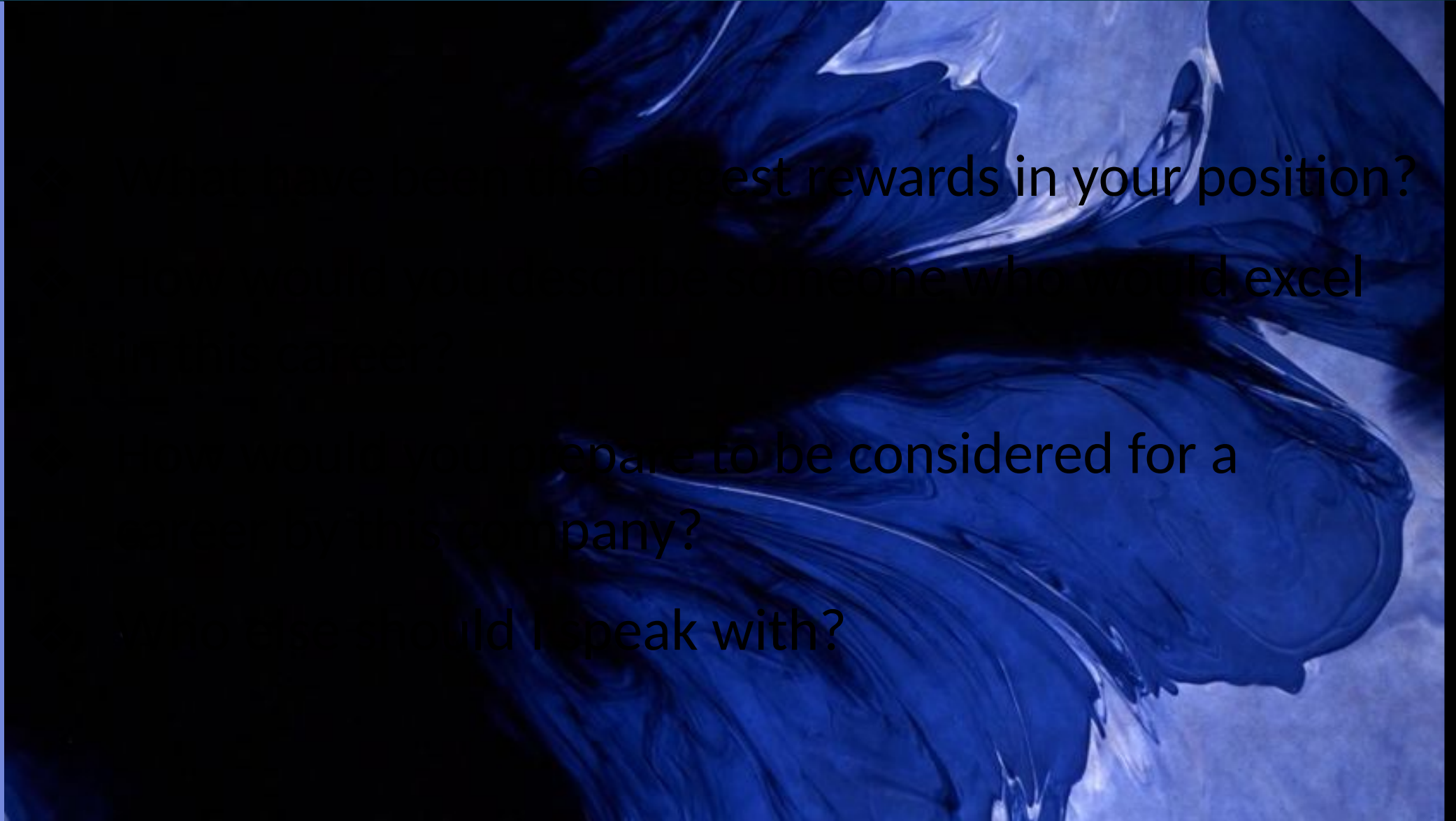
1. How did you get to this career path?

2. What resources have helped you?

3. What is a typical day in your role?

4. What is something you wish someone told you before entering this field?

# Informational Interview Questions



# Networking: Does it Pay?

After collecting data from Transition Masters graduates for 10 years, **72%** found jobs through people they met while on their job search journey!





WHY?

# Contact Information



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Developing Job Search Presentation Skills

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