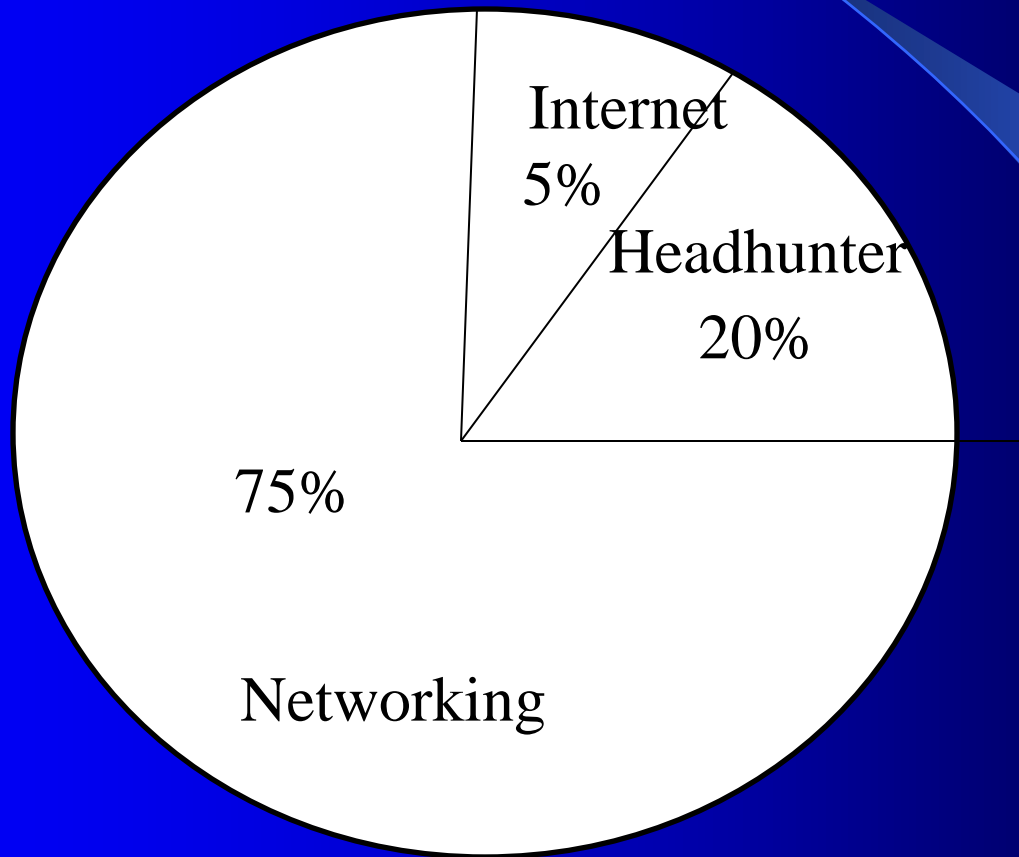


Your Job Search Networking

A Strategic Guide To
Networking During Your Job
Search

Where Do I find a Job



Networking For Referrals

Six...

Times Six...

Times Six...

How To Work A Room

- Begin With A Plan Of Attack
- Identify The High Value Targets
- Avoid The Low Hanging Fruit
- Timing Is Everything
- Scope Out The Seating



The Grand Entrance!

How To Enter A Conversation

- A Group Of Two, Or A Group Of Three?
- Walk Up With A Purpose
- Watch For Signals To Enter The Conversation
- Be Ready With An Opening Volley
- Ease Your Way Into The Conversation

How To Leave A Conversation

- Maintain A Sincere Engagement
- Watch Your Internal Clock
- Remember They Are Networking, Too
- Insert A Closing Statement
- Use Departing Body Language

The Power Of Following Up

- Get Business Cards
- Make A Call Or Send An Email
- Follow-Through Is Everything!
- “You can pretend to care, but you can’t pretend to be there”

The Next ASQ Meeting

Questions I will asking:

How many networking events did you attend?

How many business cards did you accumulate?

What could you have done differently?

What did you do right? Wrong?

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