Networking is establishing and maintaining mutually beneficial connections with people.

It isn’t schmoozing, being fake or asking for jobs.

Everyone! Friends, family, classmates, alumni, organization members, people waiting in line at the airport, etc.

Focus on the people and not how much food you can fit on your plate.

If choices are available, choose less messy, easy to eat options.

Food and drink in hand = no hand available to shake.
- Never have both in your hands!

Introduce yourself.

Discuss your experience in school, your major field of study and any other relevant work, internships, volunteer positions, sports, etc.

Describe your employment goals. What are you looking for now and/or in the future?

Listen to others when they are talking and ask questions.

Enter conversations carefully and exit conversations politely.

Obtain business cards when appropriate.

Remember to use a strong handshake, stand with confidence and maintain eye contact.

Send follow up emails to thank any new contacts and connect with them on LinkedIn.