



# Network



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# Why network?



# 70%

According to the US Bureau of Labor Statistics.

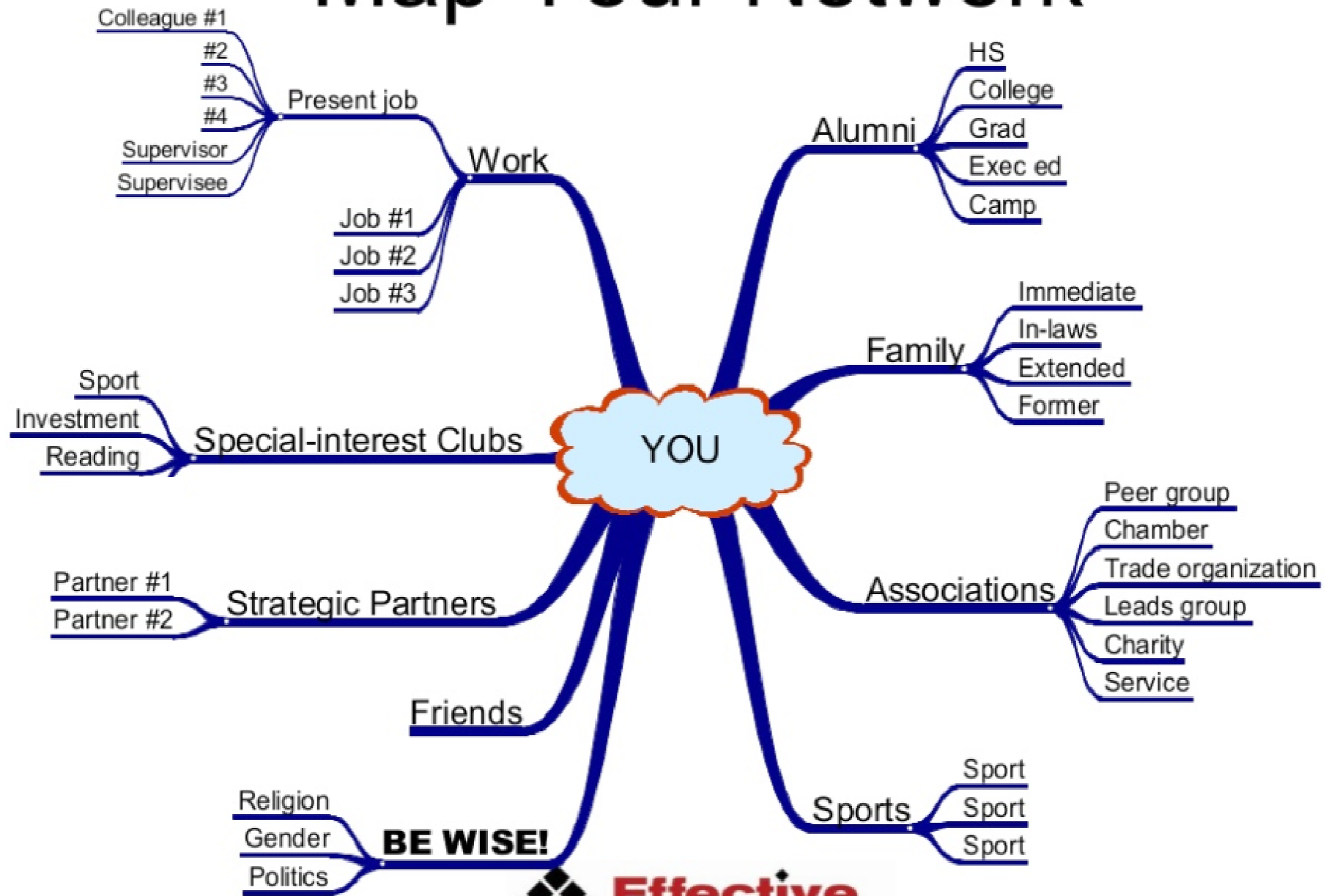
**Over 70% of all jobs are now found through networking.**



## His Promises

- [Galatians 6:7](#) Do not be deceived: God cannot be mocked. A man reaps what he **sows**.
- [Luke 6:38](#) **Give**, and it will be given to you. A good measure, pressed down, shaken together and running over, will be poured into your lap. For with the measure you use, it will be measured to you.
- [Hebrews 11:1](#) What is faith? It is the confident assurance that what we **hope** for is going to happen. It is the evidence of things we cannot yet see.

# Map Your Network



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# How to Approach Someone for a Networking Meeting

## 1) Our Bond: Open your common bond.

“Jane Smith suggested that I give you a call.”

“I am a recent graduate of [school] trying to get my career in \_\_\_\_\_ off the ground.”

## 2) I Need Your Help: The reason you want to meet is because you have information/knowledge, expertise in field or know the industry.

“I’m looking for advice on transitioning ....”

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**3) A Little Bit about Me:** share a few details about your training and work experience

“I have 3 years experience in process improvement in medical device manufacturing and I’m interested in learning how my skills would be in a hospital.”

**4) The Ask:** ask for a 20 minute meeting to get advice and suggestions.

“Would you meet with me for a 20 minute meeting to share your thoughts and suggestions”.

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**5) Closing:** arrange a mutually convenient time to meet. “Thanks.”

## **Next Steps:**

If first contact was an email, if no reply after a few days then call.

If you get voice mail, say you sent an email and are following up.

If still no response, try another email.

After 3-4 attempts, move onto someone else.

# Networking Meeting

1. **Be on time** and end on time.
2. Dress professional and be confident.
3. Introduce yourself and give a brief background.
4. **Do not ask or even hint about getting a job.**
5. Gather information about the company, culture, role.
6. **Ask** your prepared questions and take notes.
7. **Ask** for network referrals.
8. **Thank** the person. Send an email or hand-written note.



# Elevator Speech

***Focus: Future job (not past jobs)***

- Your Name
- Occupation(s) you are seeking
- Performance or Skills highlight
- Ask – contacts at target companies, advice, ideas
- Your Name

Group: Raise your hand, state your name, “contact at ...” or “idea”.

Then when we break, can exchange info.

