

8 NETWORKING TIPS TO ACE YOUR CONNECTIONS

Networking – Key to make contacts and build relationships that can lead to jobs and help progress your career for a long time.

1. **"Your Network is Your Net Worth"** - pretty much sums up its value. Never underestimate the power of networking and the opportunities that are going to be created by the people you know.
2. **Practice and Perfect Your Personal Branding Pitch**
Commit to a careful self-assessment to focus on who you are and what you can offer. Work on your 30 seconds to 2 minutes' elevator pitch for an informational interview.
3. **Smart Networking** - means you reinforce your personal brand effectively. When done right, it can help you obtain leads, referrals, advice, information and support.
4. **Influence Influencers** - Make a real effort to remember a few details about the people you meet – especially influencers who have an audience of their own. Those who feel connected to you will talk about you to others – this is how your brand gains strength.
5. **Go Beyond Networking. 'Netgive'** – Demonstrate how you can add value to others' lives. Remember – your purpose in life – to fill a need, to solve a problem.
6. **Record your Activity. Measure your Progress.** - Keep detailed records of your networking activity: to whom did you talk? About what? When? What were the results?
7. **Constantly Build Your Net Worth** - Networking is an on-going process – and that's why, the more you expand your horizons and build your connections, the better.
8. **An Attitude of Gratitude** - Thank everyone who helps you (in person and with a written follow-up), and keep those who are interested, posted on the progress of your career.