

# ***THE VALUE OF NETWORKING***

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*Networking is an intentional engagement of relationships among individuals for the purpose of exchanging information, sharing resources and obtaining support.*

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## Successful Networking

### Is:

- On-going
- Conscious
- Reciprocal

### Is Not:

- Unplanned
- Unintentional
- Manipulative

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## *Federal Labor Statistics Study*

- 2% of all jobs are found by sending blind resumes
- 4% by creating their own jobs
- 10-12% through want ads
- 15% through search firms
- 70% are found through networking!

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## Importance of Networking

In 1994, the average person changed jobs 10.3 times during their worth life.

In 2000, the average person had have 3-5 career changes.

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## Organizational Changes

- Downsizing
- Right-sizing
- Restructuring
- Reduction-in-Force (RIF)

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## Making The Connection

- Step 1 – Know What You Want
- Step 2 – Know Who's Out There
- Step 3 – Know How Others Can Help
- Step 4 - Know The Odds
- Step 5 - Know What to Offer

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## Functions of A Network

- Sponsor and champion
- Teach new skills
- Provide access to information
- Nurture and support
- Offer advice
- Connect and open doors





# VALUE OF NETWORKING

## Building A Network

- Professional/Volunteer Orgs
- Career Conferences
- Religious Affiliations/PTAs
- Social & Business Groups/Clubs
- Friends and Family

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## Basic Etiquette

- **N** ever renege on a promise.
- **E** xtra politeness is always in order.
- **T** hank You – say it often.
- **W** illingness to not expect payback.
- **O** nly take if willing to give.
- **R** espect time of others.
- **K** eep it sincere.

# VALUE OF NETWORKING

“Keep adding to your network. It only works if you work it.”

