



Module 5

Networking

Progress To Date

Module 1 – Purpose and Direction

Module 2 – Resume Writing

Module 3 – Marketing Yourself

Module 4 – Identifying Opportunities

Module 5 – Responding To Opportunities

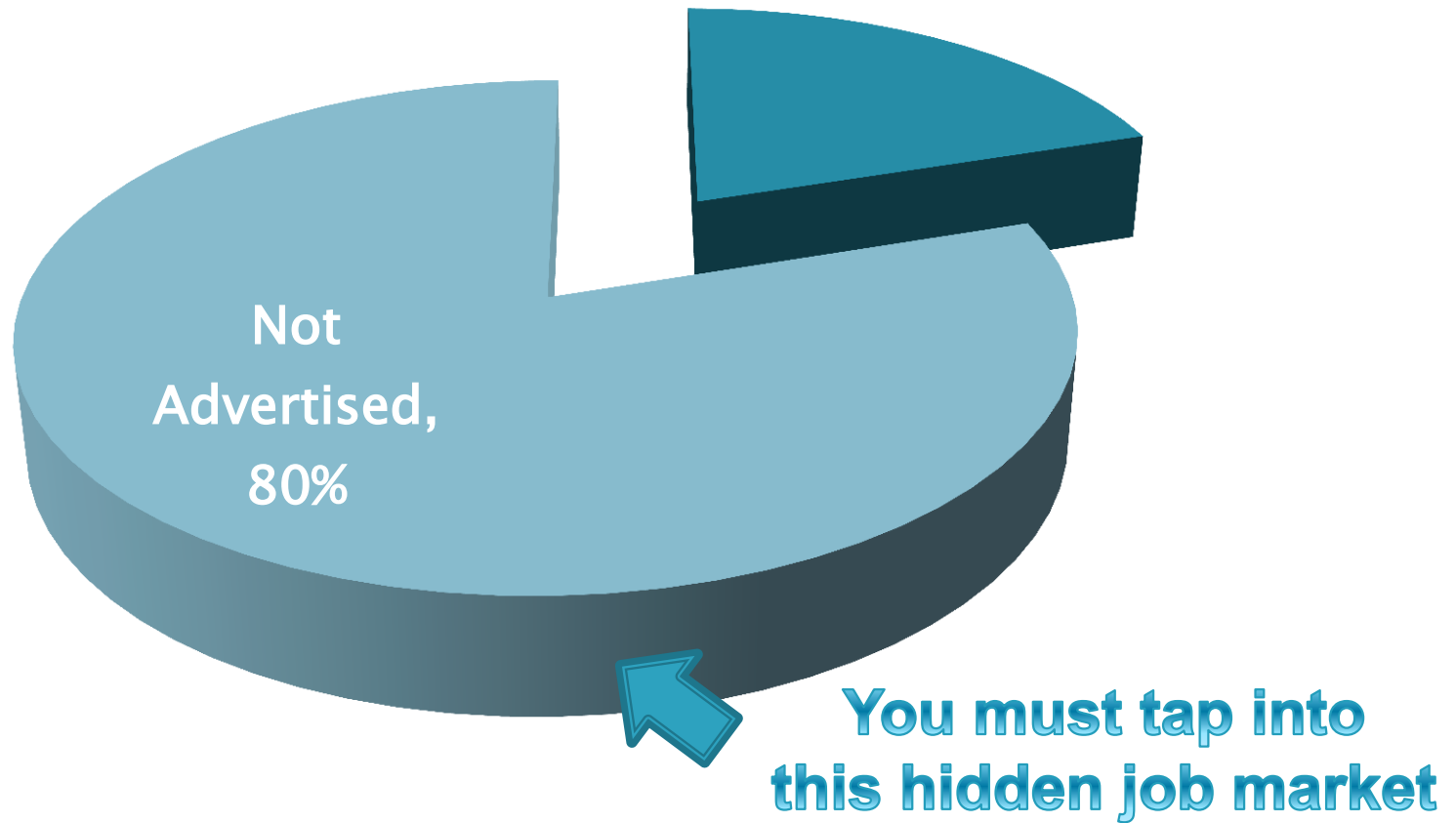
Module 6 – Networking

Module 7 – Interviewing

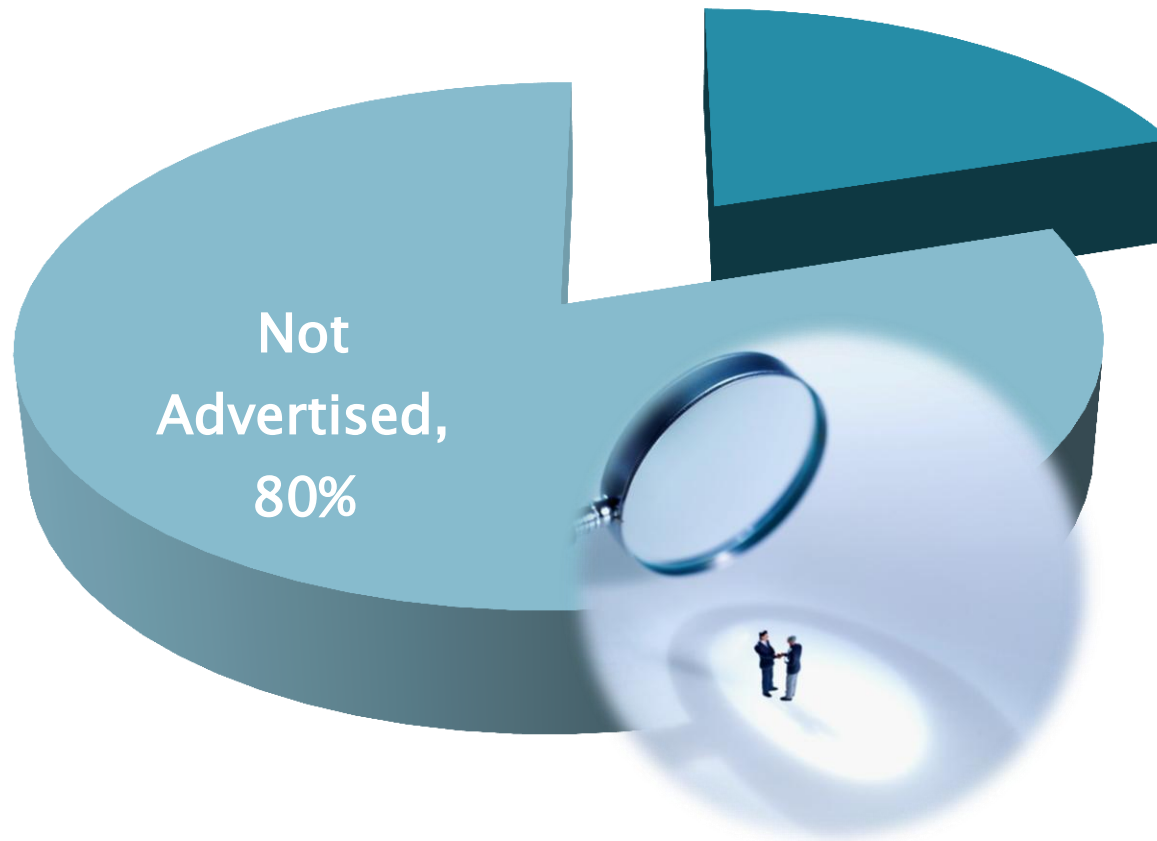
Module 8 – Negotiating Offers



Reminder

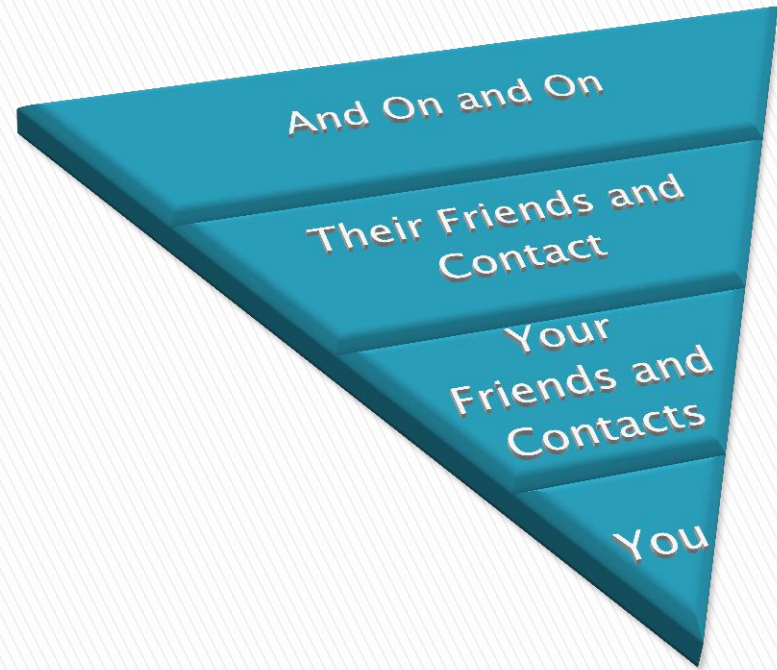


Use Networking!



What Is Networking?

- ▶ Inviting others to help you
- ▶ Letting other know you are looking for a job
- ▶ Engage them to “be as Christ” to you
- ▶ It is not *transactional*, it is *relational*
- ▶ Do not “use” your network; “engage” your network



People Want To Help

Inverted Pyramid

Types of Networking



Traditional

- Face-to-Face Meetings
- Phone conversations
- Information interviews
- Attendance at events



E-Networking

- Social networking websites
- Chat rooms, virtual Meeting rooms, web forums
- Bulletin Boards

Traditional Networking



- ▶ Family and Friends
- ▶ Neighbors
- ▶ Co-workers
- ▶ Alumni and Professors
- ▶ Classmates
- ▶ Local Politicians
- ▶ Your Doctor and Dentist
- ▶ Your Hairdresser, Manicurist, Supermarket Clerk
- ▶ Your Priest and Fellow Church Members
- ▶ Community Leaders
- ▶ Members of Professional/Trade Organizations
- ▶ Conventions
- ▶ Charities and Volunteer Activities
- ▶ Cocktail Parties and Fundraisers
- ▶ Members of Your Gym

Include all of these contacts

Basic Rules



Set goals for
yourself

Be specific
about the type
of help you want

Be positive and
energetic

Listen

Build an
ongoing
relationship

Basic Rules



Be prepared

Follow-up
quickly

Write “thank
you” notes
promptly

Talk to
everyone

Be prepared
for rejection

E-Networking “Social Networking”



- ▶ Removes awkwardness and fear
- ▶ Expands your networking possibilities exponentially
- ▶ Doesn't require a primary contact to facilitate an introduction
- ▶ Helps “break the ice”
- ▶ Other party can't see you sweat
- ▶ Engage or be engaged as you wish
- ▶ Hard to establish a personal relationship online
- ▶ Information on Internet is public and permanent—use care
- ▶ Putting someone in contact with one of your contacts can be risky—referrals are a reflection of you

Advantages

Disadvantages



Social Networking

- ▶ Ensure your profile is complete and compelling
- ▶ Use status updates to keep your network informed
- ▶ Link blog content to your profile
- ▶ Ask and answer questions through LinkedIn
- ▶ Research employers through LinkedIn and Facebook
- ▶ Recommend people and ask to be recommended
- ▶ Participate in discussion forums
- ▶ Check on professional social-networking tools
- ▶ Offer help and thank contacts for their help
- ▶ Be careful about what you say online
- ▶ Invite your real world contacts to join your virtual venue

Tips

More Tips

Social Networking Websites



LinkedIn Home | What is LinkedIn? | Join Today | Sign In | Language

Over 40 million professionals use LinkedIn to exchange information, ideas and opportunities

- Stay informed about your contacts and industry
- Find the people & knowledge you need to achieve your goals
- Control your professional identity

Join LinkedIn Today

First Name:

Last Name:

Email:

Search for someone by | People directory: A E

* By clicking Join Now, you are indicating that you have

facebook Remember Me Forgot your password?

Email Password

Sign Up
It's free and anyone can join

Full Name:



twitter Select Language ...

What is Twitter? What? Why? How?

Please sign in

user name or email address:

password:

Remember me

Forgot password? [Click here.](#)

Already using Twitter from your phone? [Click here.](#)

Twitter is a service for friends, family, and co-workers to communicate and stay connected through the exchange of quick, frequent answers to one simple question: **What are you doing?**

Christians Are Networking

www.netcan.ning.com

Christians Are Networking

Find hope in today's job market at CAN -- Christians Are Networking

Main Invite My Page Members Photos Videos Forum Events Groups Blogs Chat Manage

Ning

Welcome to Christians Are Networking, Michael P Humm!
Here are a few things you can do right now...

- Invite Members
- Customize Appearance
- Add Content

Welcome to Catholic Charities, Diocese of Arlington's Christians Are Networking--CAN. Volunteer professionals offer career counseling.

Latest Activity

- Michael P Humm updated their profile 1 hour ago
- Bill Hummel updated their profile 2 hours ago
- Michael P Humm added a blog post
Looking to Staffing Firms for Jobs (Recommended by Brendan Johnson) yesterday
- Elizabeth Lucas Since June, CAN has assisted 13 job seekers in securing

Photos



+ Add Photos View All

Michael P Humm

Sign Out

- Inbox
- Alerts
- Friends - Invite
- Settings

Quick Add...

Ads by Google

Save on Heating Oil Now
Get Lower Heating Oil Prices! Join the Nation's Largest Buying Group.
www.HeatUsa.com/Heating-

Casting - "Breaking Dawn"
Casting ID# 52152, Grab a Twilight Role Before The Deadline Ends!
ExploreTalent.com/Twilight



Chat, Virtual Meeting Rooms, and Web Forums: www.itzbig.com

[candidates](#) [recruiters](#) [about us](#) [sign in](#)

itzbig Growing Every Day Network

X
X
X

itzbig provides a real-time and interactive way for job seekers and recruiters to come together online. We like to call ourselves "job matchmakers", because that's exactly what we do: quickly and easily find the optimal pairing of candidates and jobs, and then provide a filtered set to both.

Candidates, it is free to join and find ideal opportunities to develop your career. [Learn more here.](#)

Recruiters, we invite you to take a closer look at what itzbig offers:

[The itzbig Recruiting Network](#) provides a new technology to recruiters and hiring managers enabling them to place top quality candidates faster than ever before.

[The Gold Mine Report](#) provides staffing firms the leads and candidates needed to grow their business.

[The itzbig Engine™](#) can even integrate into existing job boards or corporate career sites to drive superior matches behind the scenes.

Get Started

Start with this basic information, then fill in the details to discover your best job matches.

Where do you want to work? ?

What do you want to do? ?

What do you want to do? ▼

[get job matches](#)



Chat, Virtual Meeting Rooms, and Web Forums: www.quietagent.com

The screenshot shows the QuietAgent website interface. At the top left is the 'QUIETAGENT' logo. At the top right is the text 'Looking to hire? Visit our Employer...'. Below the logo is a 'Welcome Job Seekers' heading. The main content area is divided into two columns. The left column features a large speech bubble containing the text 'QuietAgent finds you jobs so you don't have to' followed by three bullet points: 'Helps you build a detailed online résumé', 'Looks at every job every day so you don't miss out', and 'What else?' with a sub-list: 'Only get matched to the jobs you want, that fit your skills', 'We notify you when we find quality matches', and 'You're anonymous, so you're always in control'. Below the speech bubble are four icons with text: a person reading 'I need a job now!', a person meditating 'I'd consider a great job offer', a person with a thought bubble 'What are my career options?', and a person 'Learn more'. The right column contains a login form with fields for 'Email Address' and 'Password', a 'Remember me' checkbox, a 'Forgot password?' link, and a green 'Login' button. Below the login form is a 'New to QuietAgent?' section with the text 'It's free, you're anonymous and it takes 30 seconds to join.' and a green 'Join Now' button.

QUIETAGENT

Looking to hire? Visit our Employer...

Welcome Job Seekers

QuietAgent finds you jobs so you don't have to

- Helps you build a detailed online résumé
- Looks at every job every day so you don't miss out
- What else?
 - Only get matched to the jobs you want, that fit your skills
 - We notify you when we find quality matches
 - You're anonymous, so you're always in control

I need a job now!

I'd consider a great job offer

What are my career options?

Learn more

Email Address

Password

Remember me [Forgot password?](#)

Login

New to QuietAgent?

It's free, you're anonymous and it takes 30 seconds to join.

Join Now



Chat, Virtual Meeting Rooms, and Web Forums: www.climber.com

Climber.com **U.S. News** **THE WALL STREET JOURNAL** **BusinessWeek** **Recruiter** **MEDIA LIFE**

You've seen us in: [Returning user? Login Here.](#)

Welcome to a Better Job Search.

Get in front of 1000's of Hiring Recruiters

Get Recruited Today!

First Name

Last Name

Email Address

Phone Number

START MY FREE TRIAL >

Today there is more competition in the job market than EVER. Climber Premier will help you attack it in two ways:

- **Drastically** increases the number of Recruiters and Hiring Managers who see your Resume and Online Profile and sends you matching jobs on a daily basis (includes Professional Online Resume, \$79 value, FREE.)
- Access to tools that build unique professional targeted resumes and software to manage the process that will distinguish you as a candidate.

Climber Premier is Perfect for Candidates who:

- Have a salary of over \$50K per year
- Have over 2 years experience in their field
- Need to create a Professional Resume

Sign up today for your *Free Trial!*

Chat, Virtual Meeting Rooms, and Web Forums: www.myperfectgig.com



my perfect gig™
Our knowledge. Your move.

my perfect gig search

Select your Discipline

Engineering

Aerospace	Electrical	Industrial	Other
Biomedical	Electronics	Materials	Petroleum
Chemical	Engineering Manager	Mechanical	Software & Systems
Civil	Hardware	Nuclear	

Information Technology & Information Systems

Databases	Networks	Software	Support
IT Manager	Other IT/IS		



Chat, Virtual Meeting Rooms, and Web Forums: www.vitruva.com

vitruva™ Beta
jobs without searching.™

Looking to hire? [Vitruva for recruiters](#)

Already a member? [Log in](#)



Welcome to Vitruva, the **go-to place** for technology professionals.
Great job opportunities without the hassle of job-searching.
What are you waiting for?

Get Started
It's free!

Why Vitruva?

You're looking for a new job, or maybe just open to the right opportunity. Traditional job sites - with their countless keyword searches, hundreds of so-so results, and minimal privacy - don't work for you.

Vitruva is different. Our innovative matching engine considers your unique skills, experience, and needs against thousands of available opportunities and returns only the best matches. And your personal information isn't shared unless you say so. What's not to like?

[How it works](#) | [Live Demo](#)

What People Are Saying

"I filled out my profile with Vitruva and am very impressed...The matching is great! Keep it up!"
Linda (Job Seeker)

"I'm very impressed. Easy to use, quick, and matches are on target."
Steve D. (Hiring Manager, Waltham, MA)

"At Vitruva, it took me only 8 minutes to complete my profile! A marked improvement over the other sites I reviewed"
Social Media Recruiting Blog

Leading Employers

 **Citizens Bank**™









Chat, Virtual Meeting Rooms, and Web Forums: www.jobzerk.com

The screenshot shows the Jobzerk.com website with a green header and navigation menu. The main content area is divided into several sections:

- Sponsored Ads:** Includes "Ads by Google" with links for Engineering, Job Listing, Local Jobs, and Find Job.
- User login:** A form with fields for Username and Password, a Log in button, and links for "Create new account" and "Request new password".
- Navigation:** A list of links including "Add / Edit Companies", "Add / Edit Jobs", "Add / Edit Resumes", "Add / Edit Blog", "Resources", and "Help".
- Search:** A search interface with tabs for "Jobs" and "Resumes". It includes input fields for Keyword(s), City, and State, a dropdown for Job Categories (with a list including Accounting, Admin - Clerical, Automotive, Banking, Biotech, Business Development, and Business Opportunity), and a dropdown for Job Type (with options for Contract and Permanent). A Submit button is also present.
- News:** A section titled "Welcome to Jobzerk.com - A New Era Job Site" with a brief introduction and a "Read More" link.
- Ads by Google:** Three advertisements on the right side, including "Washington D.C. Jobs" from Jobfox.com and "Local Jobs (Hiring Now)" from YouFoundJobs.com.

Chat, Virtual Meeting Rooms, and Web Forums: www.onewire.com



The screenshot shows the OneWire Finance website. At the top left is the logo "one WIRE Finance" with the tagline "Precise Career Connections". To the right of the logo are links for "Contact Us | Sign In" and a button for "FOR COMPANIES". Below the logo is a navigation menu with links for "HOME", "HOW IT WORKS", "FAQ", "ABOUT US", "RESOURCES", and "WHO'S ON ONEWIRE". The main content area features a heading "The Finance Career Management Tool" and a sub-heading "Precise connections between finance professionals and firms". A green button labeled "START HERE" with a right-pointing arrow is positioned below the sub-heading. The central graphic depicts a network of blue human icons connected by dashed lines, with a green icon at the bottom center. To the right of the network is a video player showing the "one WIRE" logo. Below the video player is the text "Click Video to Start or Stop".



Bulletin Boards

- ▶ Usually operated by trade or professional associations, colleges, alumni associations, etc.
- ▶ Review posting to locate someone who shares common interests, appears to be well informed, and is knowledgeable
- ▶ Send e-mail to person located
- ▶ Follow business protocol associated with traditional networking