Journey Together
The Importance of Networking
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What is networking?

- Information gathering
- Building a reciprocal relationship
- An ongoing process
- Identifying and managing existing relationships
- What it is NOT
The Hidden Job Market

70% of all jobs are found through networking, according to the US Bureau of Labor Statistics.
Start a Conversation
Tell Your Story

• Consider the context
• What do you want others to know about you?
• ACTIVITY: Developing your 30 second commercial
Find something in common
Build a Board of Directors

• Mentors, advisors, supervisors, alumni, friends, family, clergy

• Provide insights into significant aspects of who you have been and who you are becoming.
Questions?

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