Networking Tips

Start With Your 30 Second Commercial

Introduce yourself with your:
• Name, Major, Year in School
• Career focus and why
• Strengths and preparation relative to this goal

Ask Background Questions

• What do you enjoy most about profession X?
• How did you become interested in profession X?
• What do you think are some of the biggest challenges working in X?

Close Gracefully

• I enjoyed our conversation. I’m going to circulate and meet some of the other representatives.
• Thank you for speaking with me today, may I have your contact information in case I have any further questions?
• I would love to talk further with you about Y; do you have any time later this week to talk by phone?

General Tips

• Prepare topics to discuss that cover a range of business and non-business areas
• Ask open-ended questions to learn more about others and be polite
• Use open body language and avoid filler words like “um, like, uh-huh, you know”