



# 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"



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