NETWORKING 101

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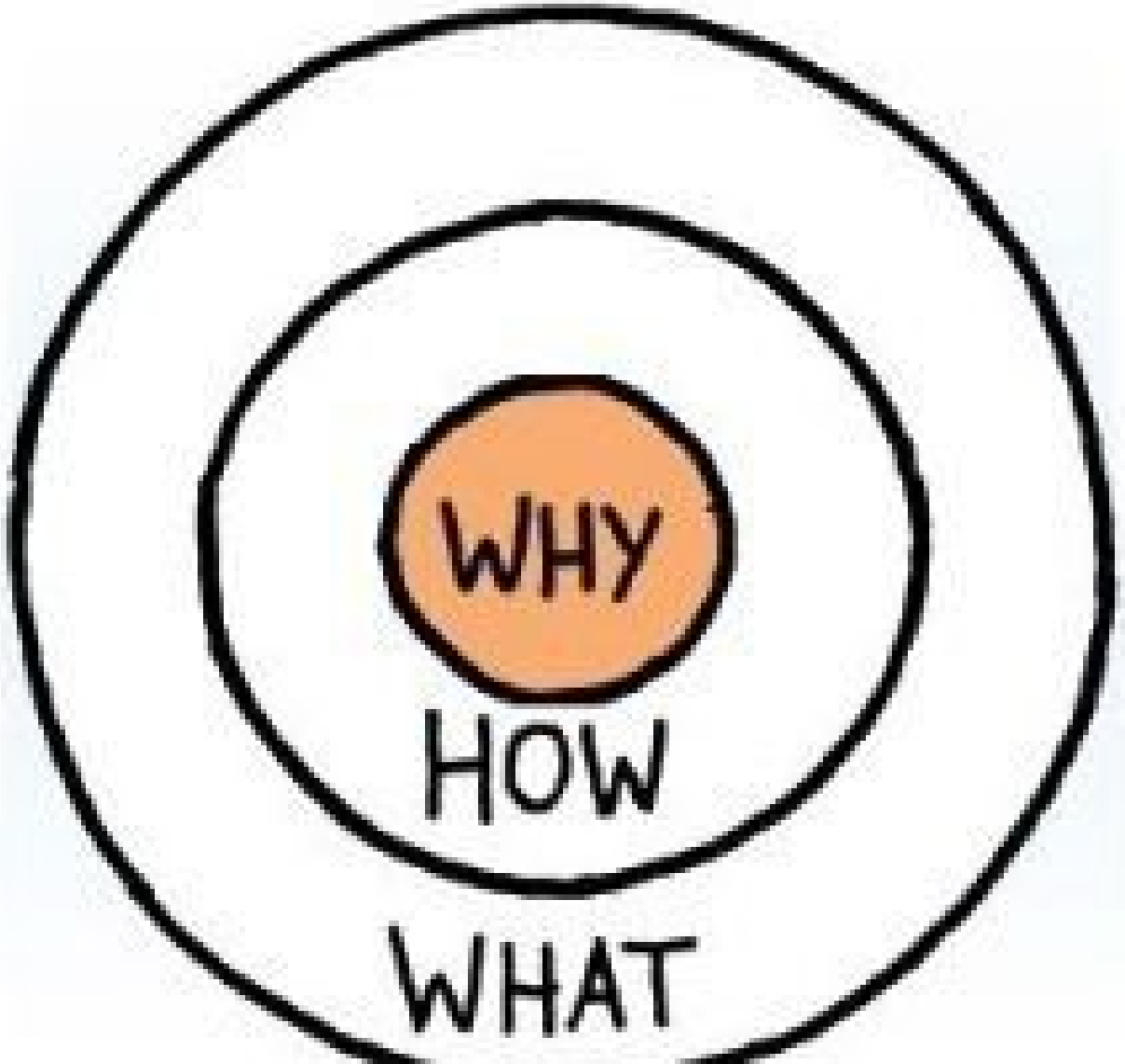
Act, Think & Communicate from the INSIDE OUT!



WHY - Your Purpose

Your motivation? What do you believe?

HOW - Your Process

Specific actions taken to realize your Why

WHAT - Your Result

What do you do? The result of Why. Proof

WHAT IS NETWORKING?

Networking usually involves meeting new people in an informal or casual setting while exchanging ideas and information.

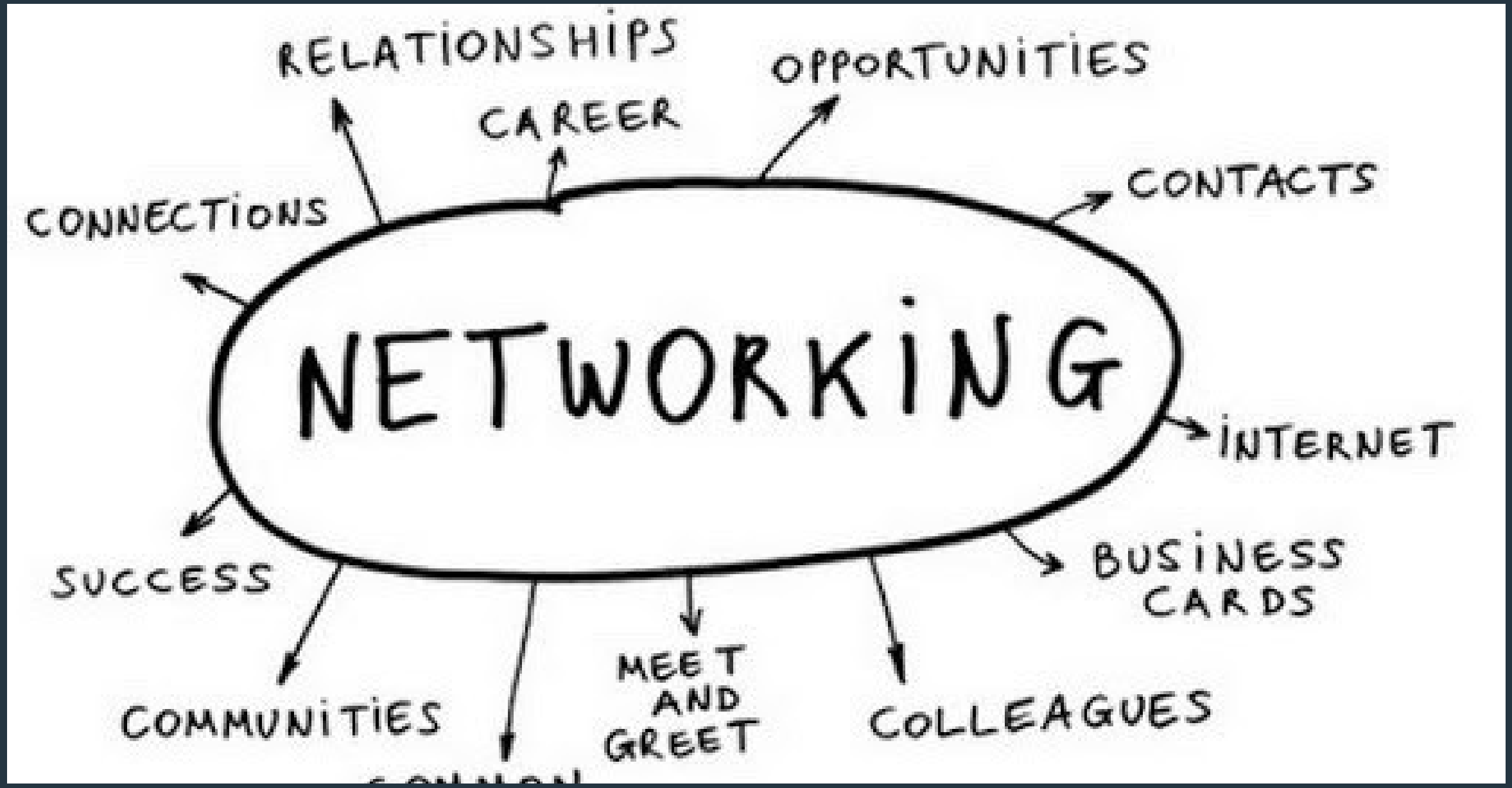
While networking is usually thought of as a way to further your career or business goals, it also has many personal benefits as well:

- Contributes to your social well-being

Boosts your confidence

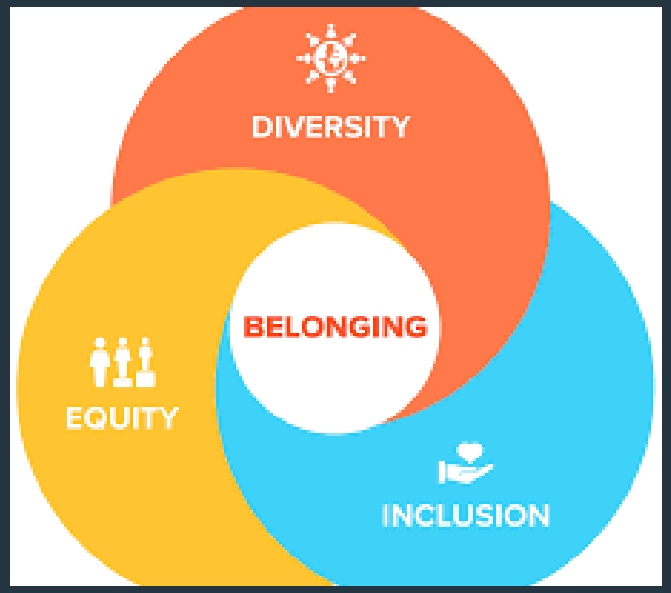
Helps you meet people

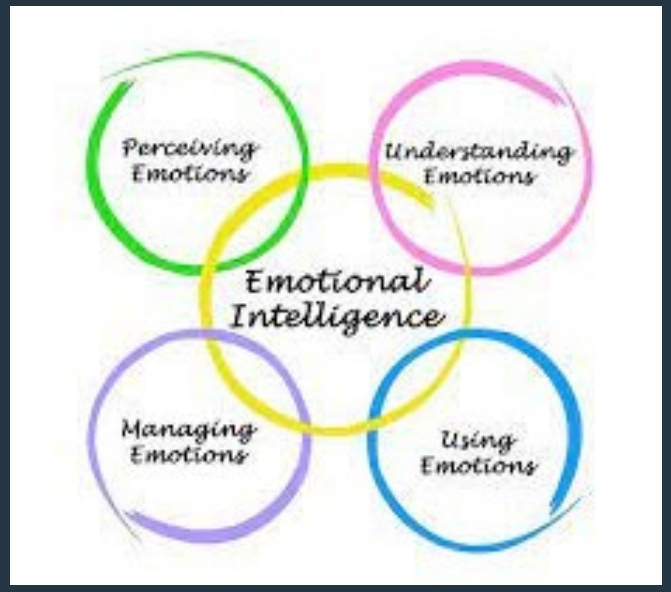
https://www.youtube.com/watch?v=OVf5c7NthSw


RELATIONSHIPS
CAREER
OPPORTUNITIES
CONNECTIONS
CONTACTS
NETWORKING
INTERNET
SUCCESS
BUSINESS CARDS
COMMUNITIES
MEET AND GREET
COLLEAGUES

BEST PRACTICES

- https://www.youtube.com/watch?v=lm19-1hXqSk





EXPAND YOUR CIRCLE

ASKING QUESTIONS +

ACTIVE / INTENTIONAL LISTENING +

CURIOUSITY +

EMPATHY=

RELATIONSHIP BUILDING

OLD SCHOOL
VS.
NEW SCHOOL

80%

80% of professionals consider networking to be important to new job opportunities and career success

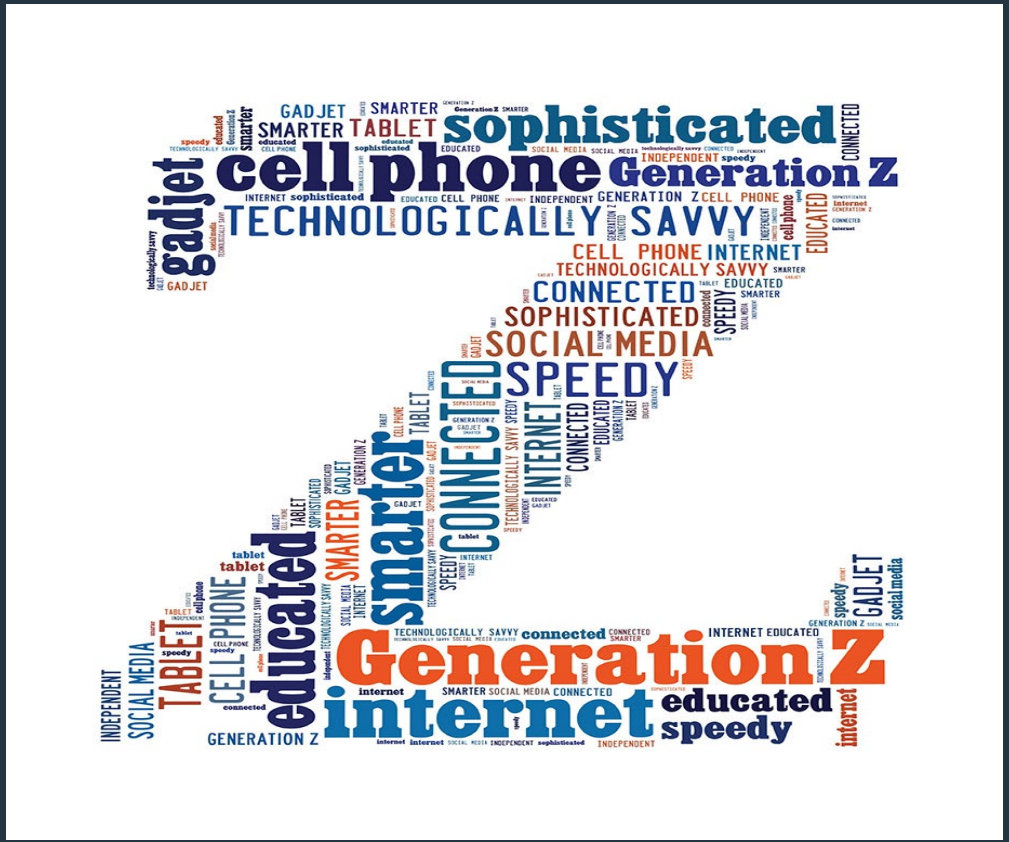
- **LinkedIn (2021)**

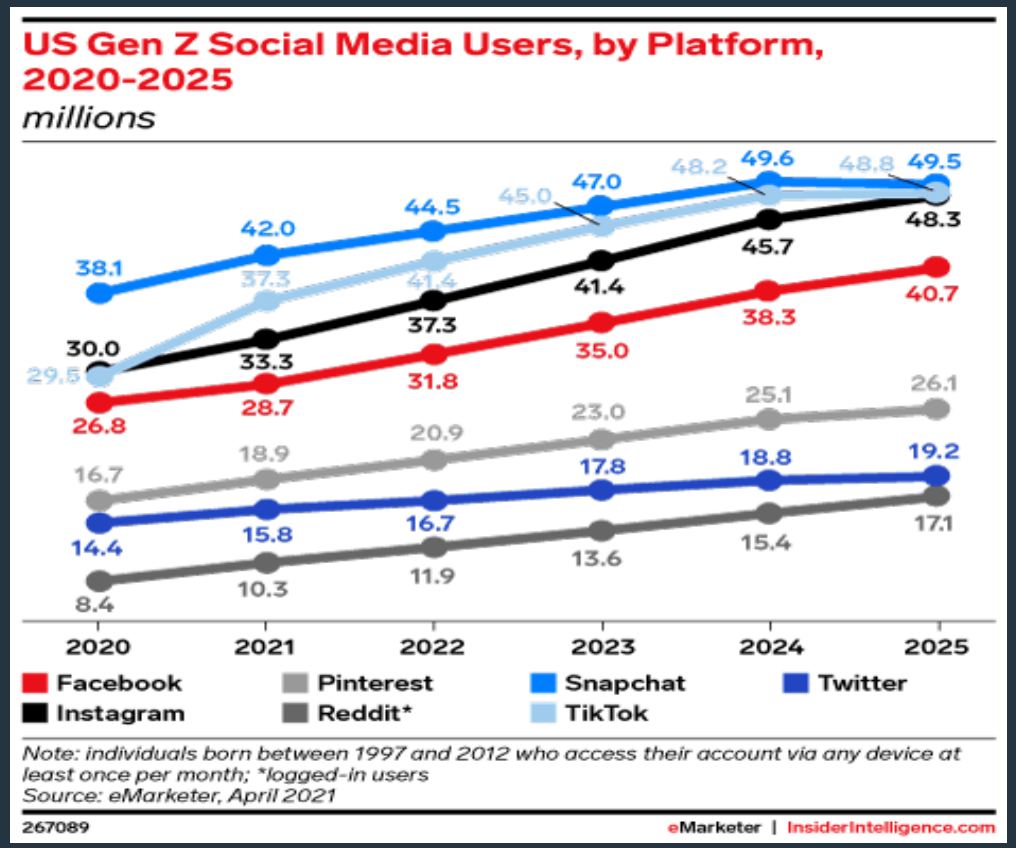
75%

75% of jobs are found through networking and they must find ways to connect in order to grow their careers.

- Harvard Business (2021)

NETWORKING 2020 AND BEYOND





CHALLENGE

Tell us who you are without telling us who you are

15 minutes to prepare a Tik Tok Networking video to share with group

https://www.youtube.com/watch?v=xFrqZjlDE44

NOW WHAT?

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