

Alumni Networking Wisdom

1. **We know you're looking for work.** This is a given, so there's no need to mention you want a job. That's why you're talking to us. Rather than ask for leads, ask questions that you want answers to. This is where your research will pay off!
2. **Be persistent.** The person that sends an email and follows up with a call is the person who gets the information AND begins to develop the networking relationship. Those who sit and wait, well... sit and wait.
3. **Recognize opportunity and take it.** Multiple alumni mentioned landing jobs when they were not even looking. One alumna was freelancing at the US Open and overheard two production people talking about a particular city where –coincidentally – her boyfriend was living. She mentioned her connection to the city, chatted with the fellows, and ended up interviewing with one of their wives. Not long after, she got the job! Had she not chimed in, she never would have known of the opportunity.
4. **Do your homework and research.** Know the company, the industry and what's going on. This clearly separates you from all others who are just "looking for a job."
5. **Have a sense of humor.** Not raunchy or off base one. Showing that you can laugh at yourself and gives a glimpse into the type of coworker you'd be. Most people like to be around people who know how to laugh.
6. **Be genuine and honest.** If you don't mean it, don't say it; if you're not interested in something, don't pretend to be. They can see through it and insincerity doesn't build relationships.
7. **Spend the time to build relationships.** Job hunters expect an automatic job offer after one contact. It doesn't happen that quickly. Alumni and other contacts need to be comfortable with you and what you're looking for. Keep in touch even if you have nothing to ask. People like being remembered, appreciated and acknowledged – this builds relationships. Jobs don't materialize just because you want one.
8. **A vibrant personality helps.** This can be shown through enthusiasm, focus and knowledge of the industry. It separates the, "I want a job" from the, "I really want THIS specific job or type of job."
9. **Networking is like "spokes in a wheel."** You're the middle and everything is connected through you. Keep your network growing continually.
10. **Finally, be CONFIDENT** (you do have something to offer); **be HUMBLE** (you still have much to learn); **be REALISTIC** (you'll need to "pay your dues"); and **be PATIENT** (finding a good fit takes time).