

**EMPOWERING PEOPLE.
BUILDING SKILLS.
CREATING OPPORTUNITY.**

 **IN THIS GUIDE**

- ✓ Why networking is important
- ✓ Types of professional networking
- ✓ How to start building your network
- ✓ Where and how to network
- ✓ Making the most of online networking
- ✓ Following up and staying in touch
- ✓ Giving as well as receiving
- ✓ Key things to remember



NETWORKING FOR CAREER SUCCESS

**BUILD RELATIONSHIPS. OPEN DOORS.
CREATE OPPORTUNITIES.**

Networking is about building genuine connections with people who can support, inspire and inform your career journey. It isn't just about asking for favours – it's about creating meaningful relationships that benefit everyone. ❤️

- ✔ Learn from others' experiences.
- ✔ Discover new opportunities.
- ✔ Gain advice, support and insights.
- ✔ Increase your confidence.



Your network
can open doors
you didn't know
existed.

- ✓ In-person networking
- ✓ Online networking
- ✓ Industry events and conferences
- ✓ Informational interviews
- ✓ Alumni networking
- ✓ Peer networking



Use a mix of different types to grow your connections.

- ✔ Start with people you already know.
- ✔ Be open, approachable and friendly.
- ✔ Listen more than you speak.
- ✔ Show genuine interest in others.



Small conversations can lead to big opportunities.

- ✔ Attend industry events and workshops.
- ✔ Join professional associations.
- ✔ Volunteer in your community.
- ✔ Connect with former colleagues and classmates.

 Put yourself in environments where you can meet people.

- ✔ Optimise your LinkedIn profile.
- ✔ Engage with content and join discussions.
- ✔ Connect with people in your industry.
- ✔ Be professional and authentic.

Online connections can lead to real world opportunities.

- ✔ Send a thank you message.
- ✔ Stay in touch regularly.
- ✔ Share useful information.
- ✔ Keep relationships strong over time.

 Consistency helps build trust and lasting relationships.

- ✔ Offer help, advice and support.
- ✔ Share opportunities with others.
- ✔ Celebrate other people's success.
- ✔ Build a reputation as someone people trust.

 Generosity strengthens your network.

	Be authentic	Be yourself. Genuine connections are more valuable than trying to impress.
	Listen actively	Show real interest in others and what they do.
	Ask questions	Ask thoughtful questions to learn and show curiosity.
	Offer value	Look for ways you can help before you ask for help.
	Be consistent	Networking is a long-term investment. Stay in touch.

♥ Strong relationships create lasting opportunities.

Your network is one of your most powerful career assets. Treat it with care, invest in it and watch it grow with you.

- | | | | |
|---|--|---|---------------------------------------|
|  | Build relationships
not just contacts. |  | Every connection
has potential. |
|  | Nurture your network
over time. |  | Opportunities
come through people. |
|  | Support others and
they'll support you. |  | Be kind, be genuine,
be memorable. |

📍 Your network today can shape your success tomorrow.

 REMEMBER

Everyone has something valuable to offer.



Connections
are built on trust
and respect.

 Start conversations.
You never know
where they lead.



Stay visible, stay engaged, stay connected.

 One conversation could change your future.