

A decorative graphic consisting of several overlapping teal-colored ribbons or bands that form a horizontal, slightly wavy shape across the upper portion of the slide.

Resource

Networking

Having Conversations

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Flexible Working

Resource

Having Conversations



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What is networking?

- Meeting People
- Sharing Information
- Making Introductions

Having Conversations

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Why conversations when job hunting?

70%

Of jobs come from the hidden job market

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How contacts can help?

The three 'I's

1. Information
2. Introductions
3. Identifying Opportunities

You are not asking for a job!

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What stops us networking

- I'm too busy.....childcare / elderly parents / applications
- Fear
- Rejection
- Been out of it for too long

Remember ... it is just a Conversation

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Why people agree to network *(and have those conversations)*

- Genuinely like to help
- Mutual benefit
- Similar position in the future
- They know the person who has introduced you
- They like you

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What networking and those conversations say about YOU

- YOU are:-
 - Proactive, enthusiastic, motivated
 - Prepared to show initiative
 - Shows your communications skills
 - Willing to market yourself

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What to DO and SAY

DO

- Appearance
- Be ready to have that conversation
- Think positive language

SAY

- Name
- What you are
- State your position positively

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How Resource Can Help

- Developing your Networking Skills Seminar
- Monthly Get Connected Evenings
- One to One Advisor Support
- Relationship Team Enhancing your Network

Start your conversations today

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Thank You