

Purposeful Networking



Presented by:
Katie Mehin, GCDF, CCSP
West-MEC Career Services Manager

118 = <2

118 Seconds is Equal to Less than 2 Minutes;
Which is the average length of an elevator ride in New York City

Objectives

- Participants will learn the basics principles of 30-3-30 networking.
- Participants will identify their networking purpose aka your Networking Why.
- Participants will engage in activities that will support their ability to implement the 30-3-30 principle.

Purposeful Networking

1. Why do we network?
2. Who do we network with?
3. Where do we network?
4. Who does networking benefit?

—

30-3-30

30 Second Introduction resulting in a
3 Minute Follow Up Call resulting in a
30 Minute Meeting

Why?

The [dreaded] Elevator Pitch

TIMES UP!

The [awkward] Elevator Pitch

Mutually Beneficial Relationship

You've hit it off, now what?

FBI^(c)

Feature, Benefit, Interest Check

Career Services

Career Services [our why]

[FEATURES]

Builds relationships with employers

Sets up company information sessions

Assist completers in their job searches

Assist students in updating resumes, practicing interview skills, and networking with employers

[Benefits]

These services may help completers feel more confident in their job search and during interviews.

[Interest Check]

How would you envision this department assisting you?

Building FBI Statements

TIMES UP!

Objectives

- Participants will learn the basics principles of 30-3-30 networking.
- Participants will identify their networking purpose aka your Networking Why.
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Tips / Tricks

- Mutually Beneficial
- Follow Up within 24 Hours of Meeting
- Use FBI's
- Ask For Help & Volunteer

Questions?

Katie Mehin | West-MEC Career Services Manager

Katie.Mehin@West-mec.org
