

How to network for career success

How to reframe 'networking'

Networking is 'people helping people'. To build an effective network you need to be clear about what you can give that is valuable to people and be specific about what help you need and from whom. *Focus on what you can give today and in the future, rather than what you hope to gain.*

"We need to get better at the lost skill of making conversation. How quickly can you build a connection?"

- Sharmadean Reid



The difference between a network and a community

- 🔗 Networks are best for sponsorship, advocacy, introductions and investments
- 🔗 Communities are best for getting started, learning, bonding, emotional & mental support

Ideas for action

1. Focus on the skill of making great conversation

When meeting new people, curiosity creates connection, it can help you grow and develop and is a brilliant way to learn.

Ask yourself:

- 🔗 How can I learn something new about this person?
- 🔗 How can I build a human connection?

2. 'Collect' people to connect to

Focusing on who you specifically need in your network and investing time in making the relationship valuable for both parties is key to developing a network that helps you in your career.

What do you want to learn and how can you build a network based on this?

3. Put your self-awareness into action

Identify what you can give to a network, start with your strengths and how these can be useful for other people.

What's one thing you'd love people to say about you when you're not in the room?

What are 3 actions you can do to develop that impression over the next 6 months?

Coach yourself questions

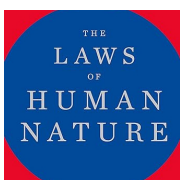
What do I have to give to the connections I'd like to create?



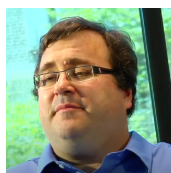
How could I learn from people who have different skills, perspectives and experiences from me?



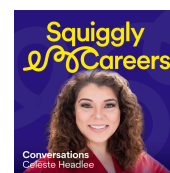
Recommended resources



The Laws of Human Nature
by Robert Greene



Combing the Network
Peter Thiel and Reid Hoffman talk about the importance of a personal network



How to have conversations that matter Expert Celeste Headlee Squiggly Careers Episode #207