



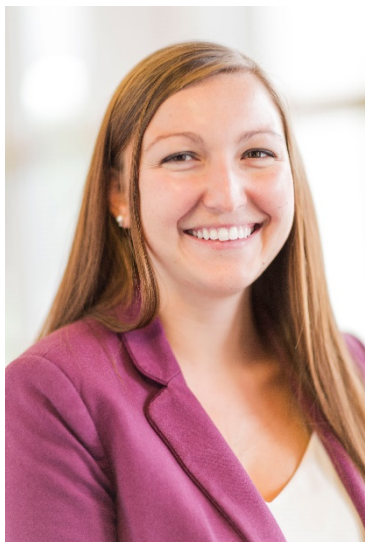
# MINGLE LIKE YOU MEAN IT

Make Networking Work for You

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## WHO AND WHY



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# I KNOW WHAT YOU'RE THINKING



## SOUND FAMILIAR?

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“I’m uncomfortable starting a conversation with a stranger.”

“I don’t know how to keep a conversation going.”

“I’m embarrassed to ask someone for a favor.”

“I’m busy.”

“I don’t care for the type of people who call themselves ‘networkers.’ I think they are only interested in getting something from me.”

“I will have plenty of time to network next year.”

“With the degree I am getting, it is such a specialty I won’t need much networking in my field.”

“As a student, I don’t have that much work experience to tell people about.”

## IT'S NOT WHAT YOU THINK

How many of you...

Decided to take a class, go to a movie, or eat at a restaurant based on a recommendation?



Found a part time job or summer job by talking with family, friends, or someone you knew?



# WHAT'S IN IT FOR YOU?



## LET'S PRACTICE

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1. Find someone you don't know or don't know that well
2. Determine 3 things you have in common (try to stay away from surface level commonalities like school, gender, race, clothing, etc.)
3. Once you have found 3 things, join another group and determine at least 2 commonalities

**"WOW SO NICE TO MEET YOU!"**



**ALREADY FORGOT YOUR NAME**

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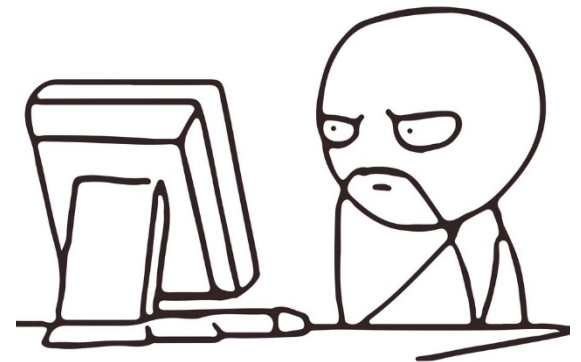
## DEVELOPING YOUR PITCH

What are some specific knowledge, skills, and coursework you have that relates to the work you want to do?

Explain what you are researching and why you are passionate about it.

What knowledge do you have (or research have you done) about the employer(s) you would like to work for?

How can you add value to the employer?



## REFRAME IT

Networking is about using social, personal and professional contacts to help you to learn more about a field of interest, or organization.

It can be planned...and happens when you least expect it to.

Networking is not about only selling yourself, it's about learning and getting more information.

People enjoy talking about themselves and enjoy helping others...you are not a nuisance. (*note: if someone asked you, would you help?*)

## TAKE THE PRESSURE OFF

Think about why you want to speak to this person in the first place

Do your research

Find a common interest

Ask for introductions

It's okay to be awkward



## NOW WHAT?

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- Develop a Networking Action Plan (NAP)
- Join clubs or professional organizations
- Assess yourself
- Attend alumni events
- Get 🙌 on 🙌 LinkedIn 🙌

# NETWORKING ACTION PLAN

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1. Find people for informational interviews.
2. Go out to lunch with a classmate or friend you don't know very well.
3. Follow companies you are interested in on LinkedIn and see how you are connected with employees.
4. Update your LinkedIn page and ask for recommendations.
5. Find alumni contacts.
6. Follow up, Follow up, Follow up

## SIMPLE REMINDERS

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- Start small
- Be yourself
- Ask questions and LISTEN
- Body language
- Get contact information
- Be helpful to others

# THANK YOU



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