



MINGLE LIKE YOU MEAN IT

Make Networking Work for You

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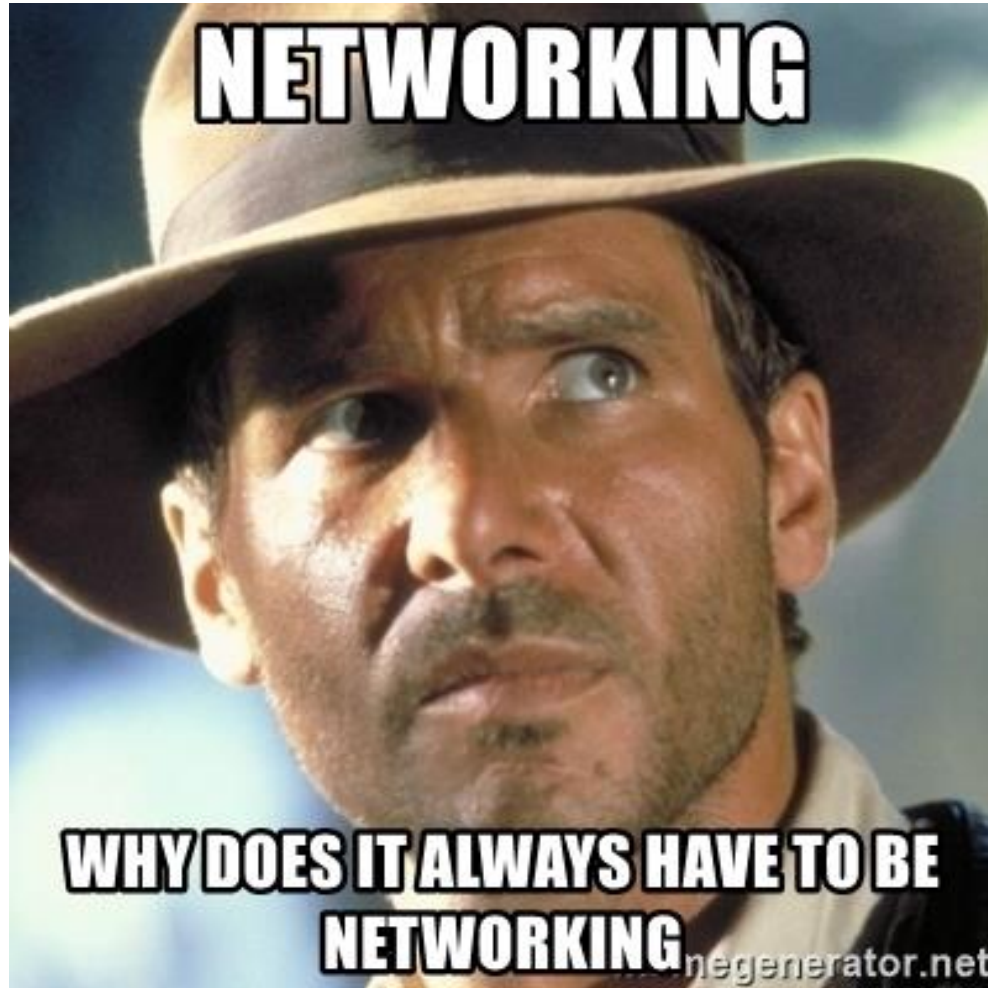
WHO AND WHY



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I KNOW WHAT YOU'RE THINKING



SOUND FAMILIAR?

“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.”

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. (*I mean, if someone asked you, would you help?*)

WHAT'S IN IT FOR YOU?



LET'S PRACTICE

1. You will be placed into breakout rooms of 2-3 people
2. Brief introductions
3. Determine 2 things you have in common (try to stay away from surface level commonalities like school, gender, clothing, etc.)

"WOW SO NICE TO VIRTUALLY MEET YOU!"



I CAN READ YOUR NAME...

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TAKE THE PRESSURE OFF

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

Do your research

Set goals

Ask for introductions

It's okay to be awkward



RULES OF ENGAGEMENT

Start with questions

Share your career goals/ambitions

Actively participate in chats & online forums via

- Insightful comments
- Real-time messaging

One person at a time

Ask for and share contact info

Follow up with new connections



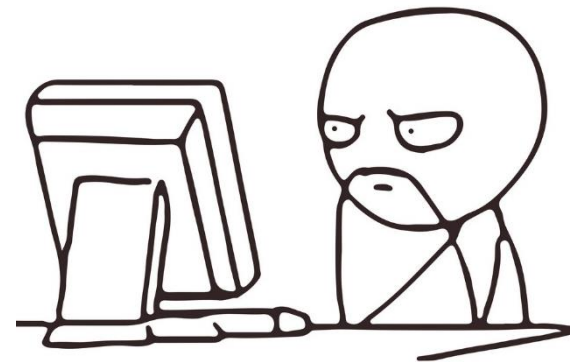
DEVELOPING YOUR PITCH

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?



NOW WHAT?

Develop a Networking Action Plan

Join clubs or professional organizations

Assess yourself

Attend alumni events

- [HOCO 2020](#)

Get 🙌 on 🙌 LinkedIn 🙌

NETWORKING ACTION PLAN

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

Start small

Be yourself

Ask questions and LISTEN

Get contact information

Be helpful to others

THANK YOU



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