

The Art of Networking: Summary Guide

The **"Art of Networking"** workshop was developed to boost key networking skills for job development in today's digital landscape. Led by experienced coordinators, the workshop focuses on three primary learning objectives:

1. **Effective Networking Techniques:** Attendees will develop and apply effective networking strategies for both traditional and digital professional settings, enabling them to build meaningful connections.
2. **Compelling Elevator Pitch:** Participants will learn to craft and deliver a powerful elevator pitch that leaves a lasting impression, whether in person or online, enhancing their visibility to potential employers.
3. **Collaboration Strategies and AI Tools:** This session will explore how to leverage collaboration strategies and AI-powered tools to expand personal and client networks, streamlining the job search process and improving networking efforts.

The REC's Employment Guide

If you would like a free copy of the Rec's Employment Guide, scan the QR code to register.



The Rec's Employment Guide

Tips for Networking

Read the instructions manual → How to find email addresses with Hunter.io

Resources

- ▶ Job Hunting Tips
- ▶ Build Your Network
- ▶ Contacts & Job Hunt Trackers

Cold Email Tips

- ▶ Cold Emailing Template
- ▶ LinkedIn DM's
- ▶ Try the new Notion AI Chat, create, and find anything, powered by your knowledge.

Job

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Digital Business Card

<https://hihello.com>

Email Finder

<https://hunter.io>

<https://www.apollo.io>

Networking Strategies

- **Strategic Approach:** Focus on building relationships rather than merely collecting contacts. Learn effective strategies for networking in both in-person and digital environments.
- **Develop Communication Skills:** Strengthen essential skills like active listening and empathy for better relationship-building. Active listening, empathy, and nonverbal communication are crucial for building rapport and trust.
- **Prioritize Active Listening:** Understand and connect with others through active listening.
- **Quality Over Quantity:** Build a network of knowledgeable and influential individuals.
- **Informational Interviews:** Conduct interviews to gather insights and build meaningful relationships.
- **Craft a Compelling Elevator Pitch:** Create an impactful elevator pitch that resonates with your audience. A strong elevator pitch should be concise, highlight unique skills, and end with a clear call to action.
- **Practice Conversation Starters:** Prepare engaging conversation starters to facilitate interactions.
- **Leverage Social Media:** Use various platforms like LinkedIn and Instagram to enhance networking opportunities.
- **Digital Presence Matters:** A robust online presence, including a polished LinkedIn profile, is essential for networking and job success.
- **Utilize AI Tools:** Discover AI-powered resources to enhance your personal and client networking. AI tools can streamline the job application process, making it more efficient for candidates.
- **Organizational Tools:** Explore resources to keep your job search and networking efforts organized and efficient.
- **Structured Resources:** Guides like “The Rec’s Employment Guide” help navigate the employment landscape effectively.
- **Empowering Individuals:** The workshop emphasizes the importance of empowering individuals with disabilities, equipping them with confidence and tools for competitive employment. Emphasize empowering individuals with disabilities, providing them with the tools for meaningful employment.