



# Networking

## For Job Search Strategies

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My Name \_\_\_\_\_  
Date \_\_\_\_\_

### Image and Hygiene Essentials

The GO Bag: Deodorant, Lotion, Mints/  
Mouthwash, Toothpaste, Pads, Washcloth or  
Fresh Wipes, Eyeglass Cleaner Pads

Easy Clothes: No Heavy Wrinkle (like Linen)

COMFORTABLE SHOES & CLOTHES  
Taking care of your feet (pedicure)  
Daily care at home  
Lucky Outfits

10 Nails...10 Toes....Not too wild

Teeth: Dental care, flossing,

Hair, Eyewear, Accessories

Health and Fitness

### 4 Segments for Networking Success

Relational: Building a relationship w/others  
\_\_\_\_\_

Connectional: Resource Building w/others  
\_\_\_\_\_

Transactional: Closing The "Deal"  
Getting The Job  
Getting The Assignment  
Getting the Project  
Starting The Business  
Closing The Sale

Developing Your Network With Others

### The Handshake & Other Customs

Firm Handshake in America & Canada

Handshake in Other Cultures  
\_\_\_\_\_  
\_\_\_\_\_

Direct Eye Contact in America & Canada

Eye Contact in Other Cultures  
\_\_\_\_\_  
\_\_\_\_\_

Personal Space In America & Canada

Personal Space in Other Cultures  
\_\_\_\_\_  
\_\_\_\_\_

### Follow Up!! Follow Up!! Follow Up!!

What to do with all of those business cards!!  
3 Ring Binder  
Business Card Sheets  
Coding System (stars, dots, etc)  
Write on the card AFTER the event

### SEND A THANK YOU CARD

Email?? Phone Call?? Text??  
Find out AT the event

Contact within first 5-7 days

Informational Meetings

Routine Check In - Monthly-Bi-Monthly

Pursue Volunteer Opportunities in Interim