



Networking

Presented by: Jennifer Merchant,MSW
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Tonight's Objectives

1. Importance of Networking
 2. Identifying Your Strengths
 3. Networking Techniques
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Who We Are

Jennifer Merchant, MSW

Career and Life Planning Specialist
with nearly 10 years of workforce
experience

Experience working at the California
Workforce Department. Specializing
in working with college students,
military veterans, older workers.

Flor Aguilera Huerta, MS

Fullerton College Counseling Center
Counselor Faculty, Department
Coordinator

20+ years working in the California
Community College system

Importance of Networking

National Association of Colleges and Employers (NACE) writes that networking is “among the most effective career development and job-searching techniques.”

Lindsey Hinkley, Director of Career Services at
Lake Forest College

Importance of Networking

Among the most effective career development and career search techniques

1. Knowledge of crafting your resume appropriately and having an edge in the interview
2. Helps you obtain your first job as well as subsequent jobs
3. Creates a community of support amongst you and your peers
4. Creates a connection with community leaders, management, administration, faculty, and other professionals

Identify Your Strengths

Get in touch with where you are today and how you are feeling at this moment.

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**Guided Meditation
to become
grounded in the
present moment**



Breathing Meditation

UCLA Mindful Awareness Research Center
http://marc.ucla.edu/mpeg/01_Breathing_Meditation.mp3

Check In with Yourself

How am I feeling today?

Get in touch with yourself and identify your feeling

- I'm tired
- I'm stressed
- I'm sick
- I'm happy
- I'm excited
- I'm nervous

What are my triggers?

Identify how you will react to certain situations or environments

- I get nervous when I am in crowds
 - I am intimidated by people wearing suits
 - I hate small talk
 - I don't have anything to add to the conversation
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Check in with Yourself

What are my biases?

Identify what may be inhibiting you from venturing outside your comfort zone

- I only want to network with women
- I only want to talk to people I know

How am I perceiving the situation?

Understand that your thoughts may not be reality

- I am not intelligent enough to network with this person
 - This person does not want to network with me
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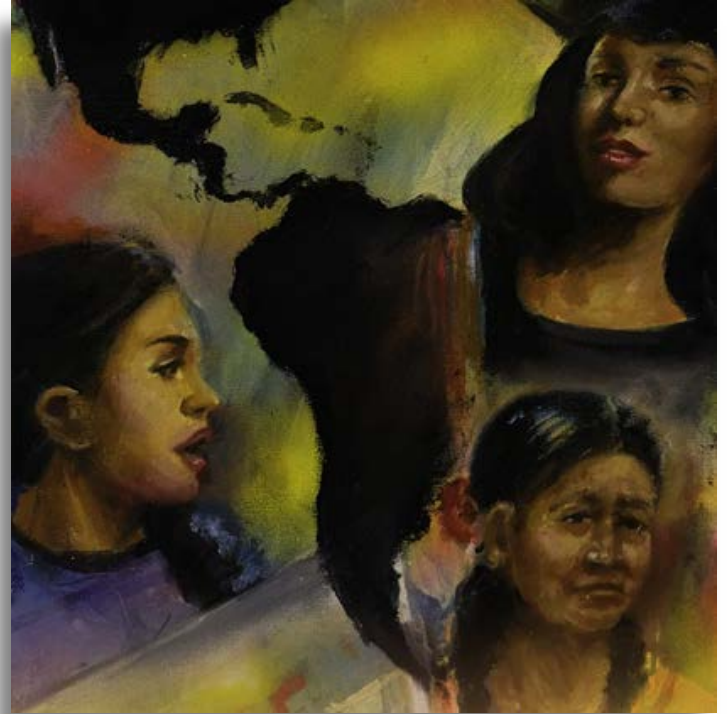
Networking Techniques

Learn how to work the room and get the most out of the Latina Leadership Conference this week.

Networking Techniques

Importance of your presence at the conference

- Create connections
- Gather contacts
- Share information
- Work on yourself
- Identify your objectives for conference



Networking Techniques

Basics

- Strive for a clear voice
- Maintain good pitch
- Pause after speaking to allow for responses

Introductions

- Approach with a friendly smile
 - Maintain eye contact
 - Offer a firm handshake
 - Start the conversation with an ice breaker or small talk
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Networking Techniques

Content

- Identify yourself
- Identify your career and/or academic goals
- Develop questions to gather information

Exit

- Ask if you can contact them to continue the conversation
 - Ask for their contact information
 - Offer your contact information
 - Thank her/him for their time
 - Wish them well
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Networking Activity

Speed-networking

Speed-networking

Pair up with someone you do not know

1. Introduce yourself
2. Share one objective you want to accomplish this weekend
3. Share how you plan to accomplish your objective

3 Minutes

Switch with partner repeat 1-3

1. Exchange contact information
 2. Exit the conversation
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Reflection

- How do you feel?
 - What did you do well?
 - Where do you need improvement?
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Thank you!
