



Importance of Networking
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	Music [Graphic: Importance of Networking]
Networking is a very crucial first step to getting a great job. A lot of times in the professional world it's not always about what you know, it's who you know.	[Megan Elrath, Drexel University, Career Counselor]
Networking is about building long term relationships and connections because you don't know what you're gonna need tomorrow...so having people already in your circle that your already connected to that can serve as a resource is always a benefit.	[Nicole Gay, Drexel University, Career Counselor]
I've heard networking is tremendously important...makes it a lot easier to get that first job coming out of school.	[Steven Squibb, Civil Engineering Student]
In a tough job market networking becomes even more important.	(Megan)
"From the first day you step foot onto the campus, get to know your teachers, get to know your classmates, your peers.	(Nicole)
Just going to class you actually do a lot of networking, especially just talking to your professors.	[Ken Francis, Political Science Student]
"Everyone and anyone should be part of your network. The person at the grocery store, the person that you live next to, your best friend, their mom, their friends"	(Nicole)
My mom's friend, his daughter is a grad student here and her two best friends work for Johnson and Johnson so she was able to hook me up with an interview with them.	[Taylor Myer, Chemical Engineering Student]

It's really a ripple effect... "if you know 20 people, those 20 people know 20 more people.	(Megan)
Especially in today's modern technology with Facebook and social networking the world is at your disposal. So it's not just about going door to door or company to company you can go across the world, across the country and network with people you'll never meet in person and still make great connections.	(Nicole)
A great way to network is to join professional organizations. For instance, I was a psychology major as an undergraduate and I joined the American Psychological Association. And that allowed me the opportunity to receive their publications and also go to some events.	(Megan)
We had a spring career fair that I attended... They pass out a lot of brochures, business cards; one even had a pamphlet of all the companies that are hiring civil engineers in the area.	(Taylor)
If you can make a great connection and have someone vouch for you it's a really good way to get your foot in the door with a company.	(Nicole)
When companies hire somebody new they are making an investment. With so many applicants for one job, if they know that one great thing about you from your neighbor, your friend, or former teacher that can really help them feel more confident in hiring you over somebody who've they only had a chance to meet for maybe a half hour at a job interview.	(Megan)
You can't have anyone help you achieve your goal if you haven't identified it. Are you looking for a long term position, are you looking for something that will give you experience even if it's unpaid?	(Nicole)

<p>Feel confident in talking about what you want to do, your skills, your strengths, and how you can benefit a company.</p> <p>Networking isn't always an immediate gratification. Sometimes you have to really wait it out and see how things go.</p> <p>You have to remember that the professionals you are utilizing are busy.</p> <p>Persistence is important but not to the point where you're pestering anybody. You really don't want to contact anyone more than once a week, once every two weeks.</p>	(Megan)
<p>Anyway that you can sustain a relationship in terms of networking is going to be important, whether that's a phone call, whether that's an email or whether that's a thank you card for 'hey I appreciate the fact that you took out time to tell me about your company' ... all of those are great methods to keep that relationship alive.</p>	(Nicole)
<p>Networking is really the art of developing very good, high quality relationships that can help enrich your professional life and possibly even advance your career.</p>	(Megan)
<p>It's not about what you know, it's who you know.</p>	(Nicole)