Networking
Or
Not Working?

Why Network?

Short answer: Because we are all “self-employed” in a “Just-in-Time” employment world

Longer answer: Because whether we are employed or not, networking builds our store of two ingredients essential to career success:

- Strong business and professional relationships
- Information, especially unpublished
Networking (n): An exchange of information, ideas and/or contacts for mutual benefit

Corollary: the essence of networking is building business and professional relationships

THE 3 MODES OF NETWORKING

- One-to-one
- Events - schmoozing
- On-line
Try It! You’ll be surprised by the results