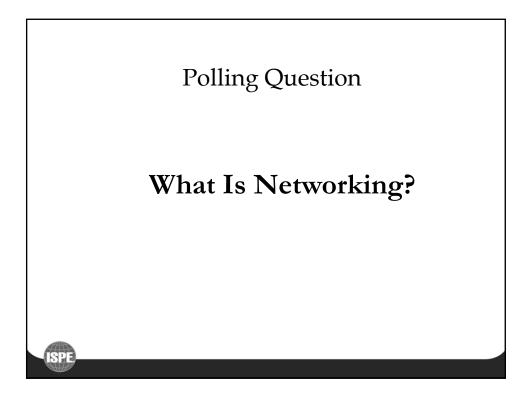
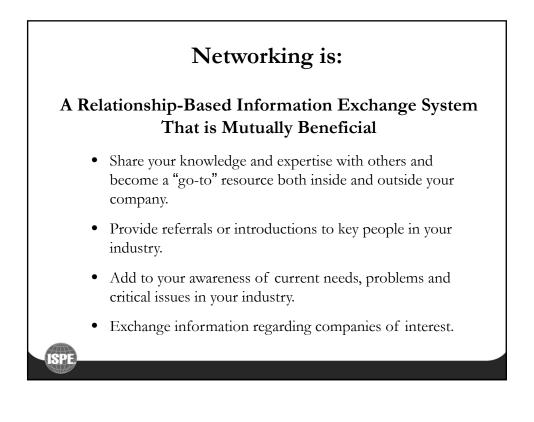


SPE

## ~Earl Nightingale



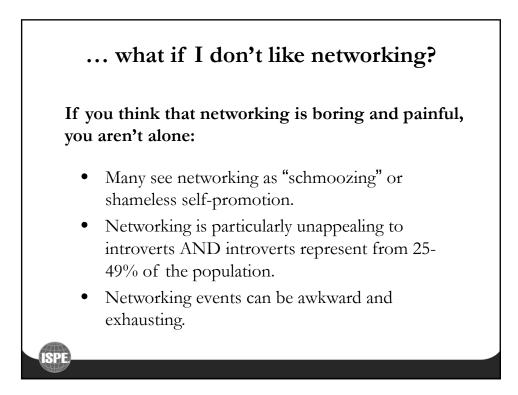


# Why Is Networking Important?

• People are your greatest resource.

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- No matter how good you are at what you do, you need the help of others to reach your true potential.
- People network for help with sales, raising business capital, recruiting, professional development, job transition, fundraising, social, personal reasons.

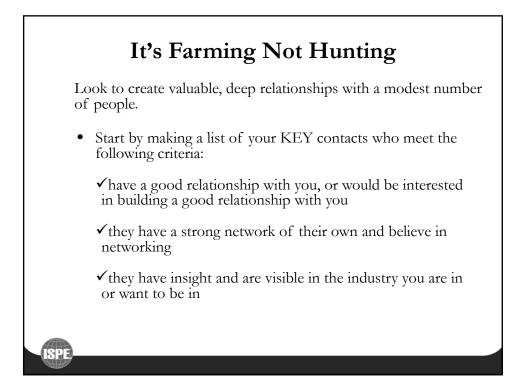


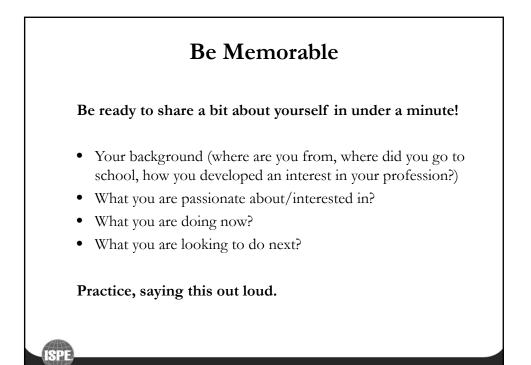
# 5 Tips of Successful Networking

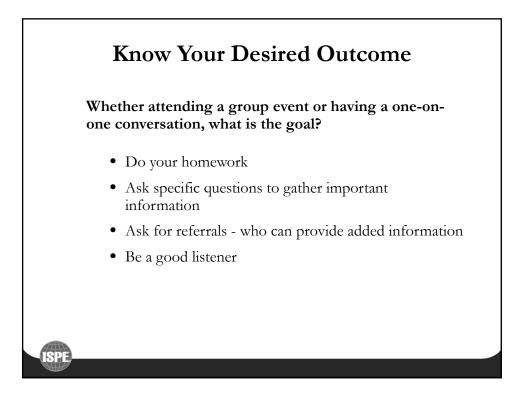
- It's farming not hunting
- Be memorable
- Know your desired outcome
- Follow through

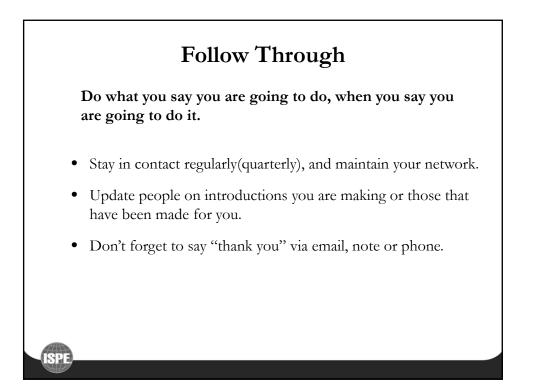
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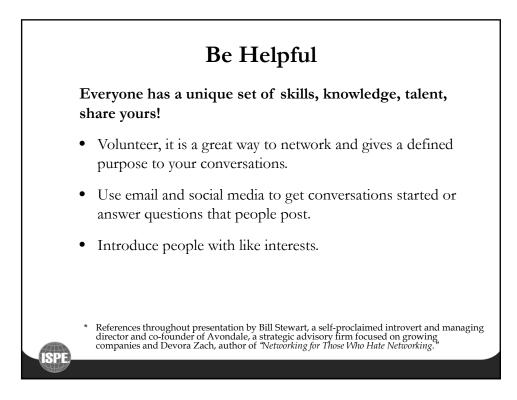
• Be helpful to others











## Resources

## For Job Seekers:

#### Acton Networkers: <u>www.actonnetworkers.org</u>

Acton Networkers is a job search networking and support group that meets every Friday at St. Matthew's Church, 435 Central Street, Acton (Rear entrance, Main meeting room) from 10 AM - 12 noon. Their goal is to help each other and, in doing so, shorten the transition time to a new position as much as possible. Members represent a wide spectrum of experience with no one dominant group in attendance.

#### WIND (Wednesday Is Networking Day): www.windnetworking.net

WIND is a weekly forum for professionals in job transition. WIND provides job seekers a chance to network with each other during times of career change and to sharpen job search skills. Since its inception in 1990, WIND has served more than 11,000 professionals in Massachusetts, New Hampshire, and Rhode Island. Attending WIND will give a boost to your career transition and allow you to develop a stronger job search strategy.



### For Job Seekers:

ISPE

#### ExecuNet: www.execunet.com

ExecuNet is the premier executive job, career, and networking organization for executives, directors and managers. ExecuNet is designed for professionals who want to stay on top of their careers by being alerted to job opportunities, penetrate the hidden job market, and track compensation levels. Lassiter Consulting hosts the New England Regional Networking meetings for ExecuNet, which are the largest of their kind in the country because of their success in putting together senior level people who can help each other.

#### General:

*Boston Business Journal* - Weekly business publication; has a list of events in the "calendar" section.

Meetup.com-geographically and interest specific groups and organizations

## Books:

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Networking Survival Guide, Diane Darling

Networking for People Who Hate Networking, Devora Zach

