



DEVELOPING COMMUNITY CONNECTIONS

UNIT 4

Networking in My Community

Networking is interacting and connecting with others.

When you network you...

- might meet new people through those that you already know
- open up new opportunities that could lead to a job
- expand your connections in your community.



Networking in My Community

Why is Networking a **GREAT** Thing For Me?



1. Connecting with new people can help with career planning and help you discover new areas of interest.
2. Connecting with new people could lead to new jobs or volunteer opportunities.
3. Connecting with new people opens up new links to others in your community.

Networking in My Community

Strategy I:

Identify places I already go to and people that I already know there. How can I deepen these relationships?

examples:



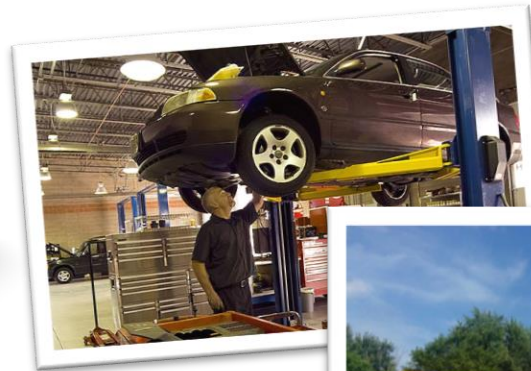
Networking in My Community

Strategy 2:

Identify new places in the community where I might find people that share my interests?

Places I might find others who share this same interest:

Example Interest: Cars



Auto Repair Shop



Car Wash



Gas Station

Networking in My Community

Strategy 3:

Develop a personal plan to increase my community involvement and relationships.



Exploring the Community Connection



Exploring the Community Connection



Exploring the Community Connection

People I Know



Talk with your family and friends. Ask them where they work and whether or not their company is hiring.

Employers like to hire people that have connections to their company and come with a good recommendation from someone the employer already knows and trusts, like a current employee.

Exploring the Community Connection

Newspaper “Help Wanted” Ads



Companies and businesses will often post a listing in the local newspapers looking for potential employees.

Check the newspapers often to stay up-to-date with any new jobs that become available in your community.

Exploring the Community Connection

Job Search Websites

Many companies are now posting their job availabilities online.

Click on the three sites below to explore some job search websites:



MONSTER



Exploring the Community Connection

Community Search

Some businesses will post signs in the windows of their buildings to let their community know they are looking for help.

In these cases, you can often find out more information by going inside the building and asking more information.



Exploring the Community Through Social Media

What are social media networks?



Social media networks are websites that allow people to share, connect, and interact with others.

Exploring the Community Through Social Media



What do we know about the social media network site?

What kinds of things do people share on the site?

What are some positive things about the site?

What are some negative things about the site?

Exploring the Community Through Social Media

What kinds of things can we learn about a business or organization through their social media sites?



We can learn about the services they provide.

We can learn about what is important to them.

We can learn about events or sales they are hosting.

Putting My Networking Skills to Work

The Three “P’s” of Networking

 Prepare 

 Practice

Pull Yourself Together 

Putting My Networking Skills to Work

The Three “P’s” of Networking

Prepare



Preparing for a face-to-face meeting:

Visit the company’s website or social media sites to learn more about them.



Write down some possible questions you’d like to ask the person you are meeting with.

Putting My Networking Skills to Work

The Three 'P's' of Networking

Prepare



Preparing for a telephone call:

Visit the company's website or social media sites to learn more about them.



Write down a script and practice reading it.

Prepare what you will say if you have to leave a voicemail.



Putting My Networking Skills to Work

The Three 'P's' of Networking



Practice



- Practice the facial expressions (smiling, making eye contact) and body language (standing tall, firm handshake). Even if you will be talking on the phone, smiling before dialing will help set the tone.
- Ask a friend or family member to role play with you. Practice asking the questions that you have prepared.

Putting My Networking Skills to Work

The Three 'P's' of Networking

Pull Yourself Together



Dress for success! Dress the way you think the other person you are meeting will be dressing.

Bring a pad of paper for note-taking!



Putting My Networking Skills to Work

Writing a Follow-Up Thank-You Note

Writing a thank-you note lets someone know you valued their time.

Dear Mr. Martinez,

Thank you for meeting with me last Tuesday to discuss your hair salon. I really enjoyed learning about all the different services your salon offers. I am looking forward to exploring more opportunities for working in this field.

Sincerely,

Tracey Thompson