

NETWORKING 101

45th Fiji Academy
January 5-6, 2019

The three key tools of master networkers.

INTRODUCTION: Setting the stage.

_____ % of the jobs in North America are never posted publicly.

On average, _____ resumes are submitted for an entry-level job opening.

The three key tools are: P _____ P _____ P _____

PERSPECTIVE: Look at networking the right way.

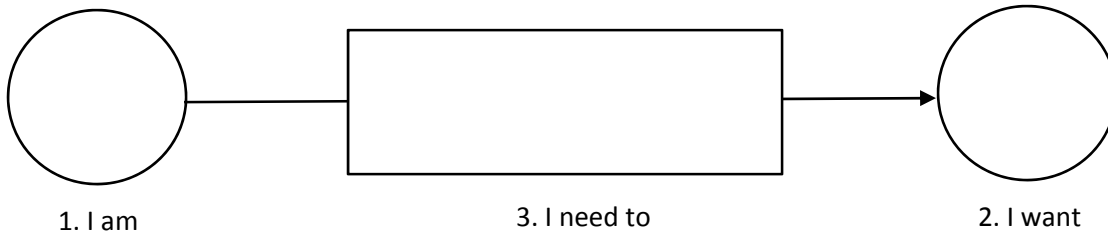
Think of networking as simply asking for _____.

Make _____ rather than try to make contacts.

Be G _____. The first question you should ask yourself is: _____

_____?

PLAN: Determine why you are networking and how you will go about it.



S _____ O _____ A _____ R _____

My sample S.O.A.R. statement:

I can grow my network two ways: D _____ and B _____

Here is a list of the Super-Connectors in my network:

PLACE: Look for and create opportunities to network.

The most impactful way to connect is in _____.

Some very effective networking resources that I am going to use are:

When making that first contact with a new connection, here are some things I am going to remember:

PUTTING IT INTO ACTION: How I am going to make the most of this opportunity at Fiji Academy to meet undergraduate and graduate brothers from all across North America.

EXPERTS TO FOLLOW:

John Corcoran Adam Rifkin Jeff Weiner Dan Schawbel Dorie Clark Keith Ferrazzi