

Tips on networking

Networking is the process of growing your contacts in the industry. A board network of strong contacts will help you to develop your career. Networking doesn't have to mean introducing yourself to 100 people at a large function. It can simply mean reaching out to people you already know, local practitioners and businesses to find out more about what they do and to let them know what you are doing.

Know yourself – Have a pitch. It doesn't have to be rehearsed or perfect but have a clear idea of what you would like others to know about you.

- Your name
- What you are or have studied and where
- Area of interest
- Career goals

E.g. "Hi, I'm Sonia, a 3rd year naturopathy student at Endeavour College. Next year I will be in clinic and I am particularly interested in women's health. Do you have an area of interest?"

Make a contact list

Start with people you know well and feel comfortable approaching.

- Friends, family, teachers, member of clubs or groups you belong to, former work friends, employers.
- Get the word out, speak to people about what you are doing. People don't know what you do until you tell them.
- Set up a LinkedIn profile and share it with your contacts
- Networking can be done online (Social media platforms, forums)
- Network within your professional association by attend events.
- Join Endeavours alumni or student Facebook page

Networking at events

- Introduce yourself to people
- Make an effort to remember names (repeat their name as soon as they say it. "Nice to meet you Samantha". Associate the same with something e.g. Your friend Samantha from high school; Samantha sounds like Santa)
- If you are feeling nervous, ask questions.
- Active listening and eye contact shows people you are engaged and interested in them
- Ask how you can stay in touch. They might refer you to their social media, email address.

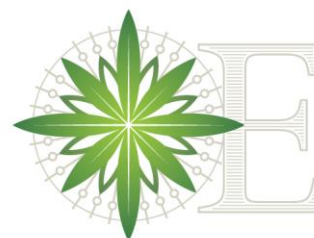
Good networking Questions:

What do you do?

How long have you been doing it?

Have you specialised in any particular area?

How did you get involved in it?



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What is your background?

What is your favourite part of the job?

What do you enjoy doing outside of work?

Are you involved with any associations or groups?

Have you been to any recent talks or conferences?

Be proactive

- Offer free talks in the community on a subject of interest. Contact local yoga studio, schools, and medical clinics.
- Join online interest/ support groups and be of value
- Write articles / guest blogging on established websites
- Put on an event with fellow students who you graduated with
- Volunteer for work experience with an established practitioner

Professional Image:

- Professional voice message and email address
- Check your privacy settings on social media
- Dress presentably when attending meetings or events

For more information please contact careers.service@endeavour.edu.au