

GIVE AND GET

Does the idea of networking make you cringe? This might be because you have a false perception of networking as completely self-serving---asking people you don't even know for help.

In reality, networking is about establishing *mutually beneficial* relationships. As you begin the work of expanding your professional connections, think about what you have to offer (Give), as well as how you would like to benefit (Get) from new people you meet. Networking takes time and effort, but the potential pay-off is great! NOTE: What you have to Give will evolve as you move along in your career.

GIVE

(Examples: Tips on how to podcast. Tour of Mason campus. Babysitting services. Perspective of a millennial. Article on trending topic. Genuine interest and appreciation for someone's expertise.)

1.

2.

3.

GET

(Examples: Advice on how to break into your field. Name of additional employer to add to your target list. Feedback on your resume. Name of contact person working at an organization of interest.)

1.

2.

3.