Making the most of networking events

**BEFORE**

- **Research Who's Going?**
- **What Are Your Goals?**
  - What do you hope to learn?
- **Develop Your Pitch**
  - Name
  - Education
  - Career Goals
  - Related Interests
  - Research Interests
- **Bring Networking Cards**
  - Name
  - Education
  - Phone
  - Email
  - Web/Social Media/Others
- **Are You Dressed Professionally?**

**DURING**

- **Be Friendly**
  - Smile
  - Stay positive
  - Don't be shy
- **Listen Attentively**
  - Show your interest
- **Introduce Yourself to Others**
- **Make Eye Contact**
  - When meeting new people making eye contact is a sign of respect
- **Ask Questions + Exchange Contact Information**
  - Learn about their career path
  - Learn about the company
  - Ask for their insight

**AFTER**

- **Follow Up**
  - Send a thank you letter or email
- **Follow Through**
  - Follow up on any promises you may have made!
- **Keep in Touch**
  - Updates on your progress
  - Sharing resources
  - Participating in events

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