



CENTER FOR BUSINESS OUTREACH



Networking Advice for Graduating Seniors & Alumni

1. Make a list and pivot as needed:
 - a. What are your immediate career goals? Long term?
 - b. Where do you want to locate (now, future)?
 - c. What type of company do you want to work for?
 - d. Who can help you reach your goals?
2. Keep in touch with peers and faculty
 - a. <https://www.linkedin.com/in/salvereginaalumni/>
 - i. Stay in touch with alumni wherever you are (coffee, email, drinks, etc.)
 - ii. Keep your LI profile up to date
 - b. <https://www.linkedin.com/groups/37436/> (Salve Networking Group)
 - c. <https://salve.edu/career-development/for-alumni> - come back and share your story
 - d. Does your major have a [FB](#), Twitter, LI page to follow?
 - e. Participate in Salve career events (via Dept. of Career Development)
 - f. Involve your new HR department with Salve for internships, speakers and job postings.
3. Follow Center activities - scheduling takes place 3 to 6 months prior to each semester.
 - a. <https://www.instagram.com/salvecenterbiz/>
 - b. [Email](#) to chat, Skype, meet about business ideas and resources available for entrepreneurship
 - c. <https://salve.edu/center-business-outreach> (Participation form)
 - i. Ask the Expert Speaker Series
 - ii. Roundtables and Drop In Sessions
 - iii. Business plan panelists
 - iv. Classroom projects
 - v. Tours of companies
 - vi. Skype sessions



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4. Network wherever you are (even if you don't have a job yet – it's all about word of mouth and who you know!). Look at costs as an investment in your future. Many give discounts to students, unemployed or members of groups they partner with.
 - a. Chambers of commerce – most have groups for Young Professionals. If not, join a committee – it's an easy way to meet people and get to know leaders in the community.
 - b. BNI (Business Network International) – chapters all over the world. See [Newport chapter](#) for example.
 - c. Who do you already know? Ask parents, friends, relatives, religious, sports or other affiliations for people to talk to.
 - d. There are networking groups for:
 - i. Women in business, manufacturing, tech, science fields
 - ii. Most industries have their own networking groups (finance, marketing, banking, hospitality and tourism, cyber, start-ups, entrepreneurship, realtors, etc.)
 - iii. STEAM related groups
 - iv. American Marketing Association, Society of Human Resource Management, Society of CPA's, etc. Many have state chapters.
 - v. Local city/town business associations (Google or check town website)
5. Volunteer – keep busy while you network and look for a job. Find the non-profits in your area. Consider board of director work – you bring a unique perspective to many boards and it will be a foundation for your own professional development. Join a committee, help fundraise.
6. Keep a journal of your job search: make lists of whom you want to meet, interview, invite for coffee or phone call. Keep notes of conversations, when/how to follow up and outcomes. This can come in handy over the years as you add contacts and resources for yourself, friends and colleagues.
7. Informational interviews – useful to gain insight, feedback and referrals. Great practice for real interviews. People love to talk about their businesses and what they do. Don't be afraid to ask to meet for coffee or Skype if long distance. Keep an open-mind...you never know where these can lead.
8. Temporary staffing companies – a great way to try out different companies and various types of functions within. May lead to full time employment or at the very least some income while you search.