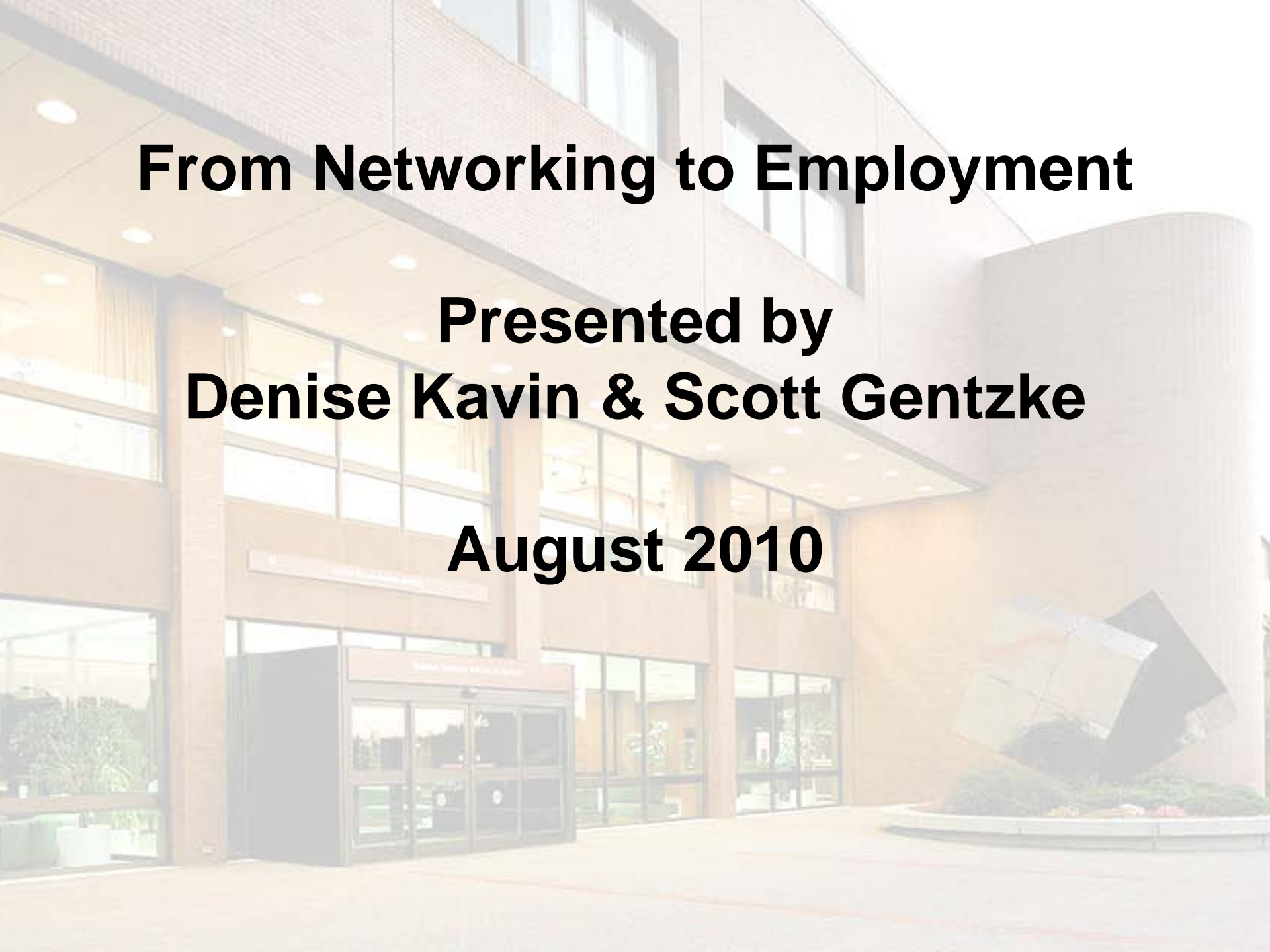


# **From Networking to Employment**

**Presented by  
Denise Kavin & Scott Gentzke**

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# **What is Networking?**

- 1) Making contact with people you know**
- 2) Letting them know that you are available to help them achieve their goals**
- 3) Asking them to help you achieve your goals**



## Activity 1:

**Ask Dr. DeCaro, Dr. Kevin, Ms. Pat DeCaro, Ms. Nora Shannon, Mr. Scott Gentzke or Mr. Alim Chandani how he/she achieved his/her success.**

# **Activity 1: Continued**

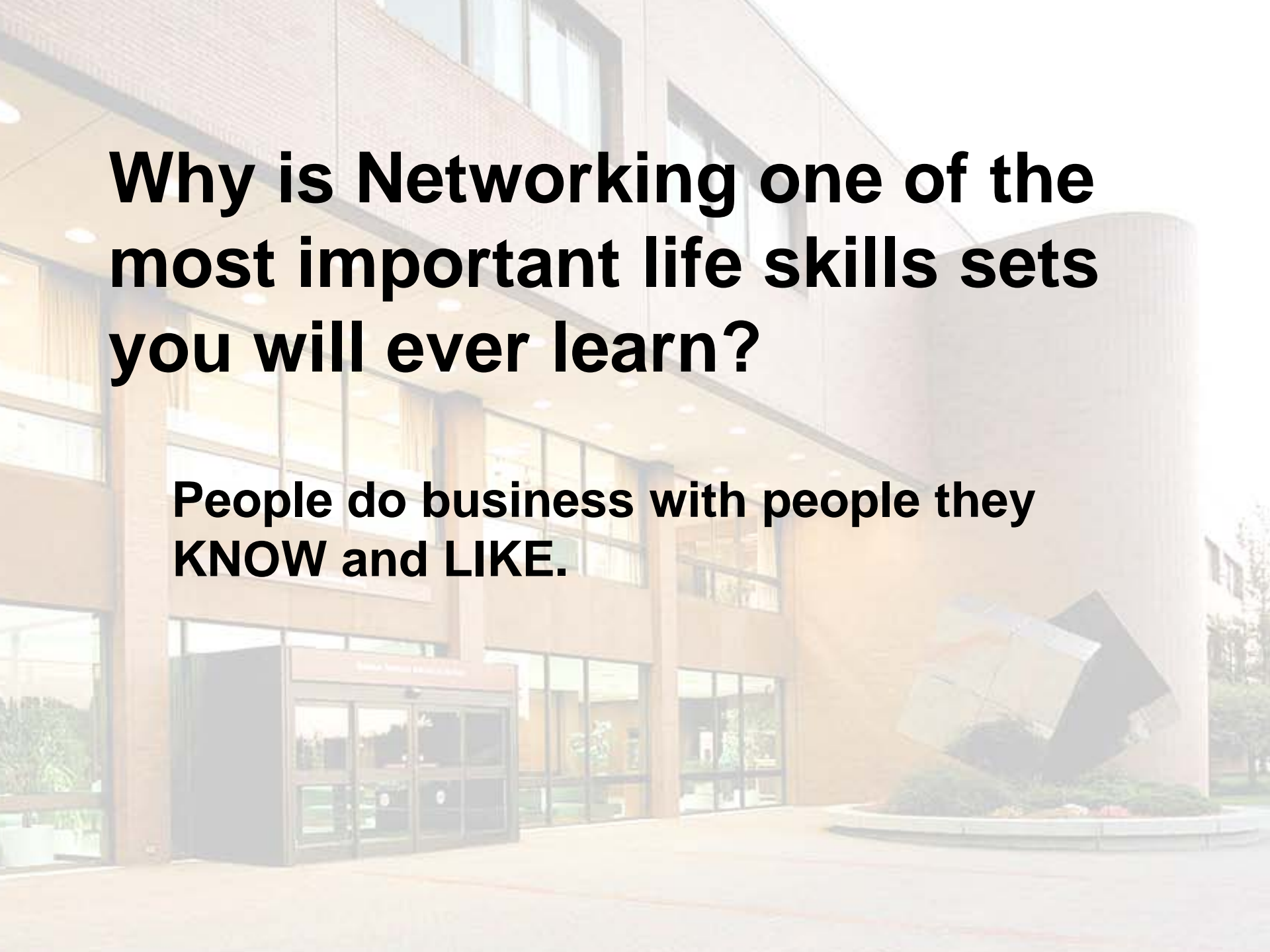
- **You'll hear about one of the people who helped paved their way.**

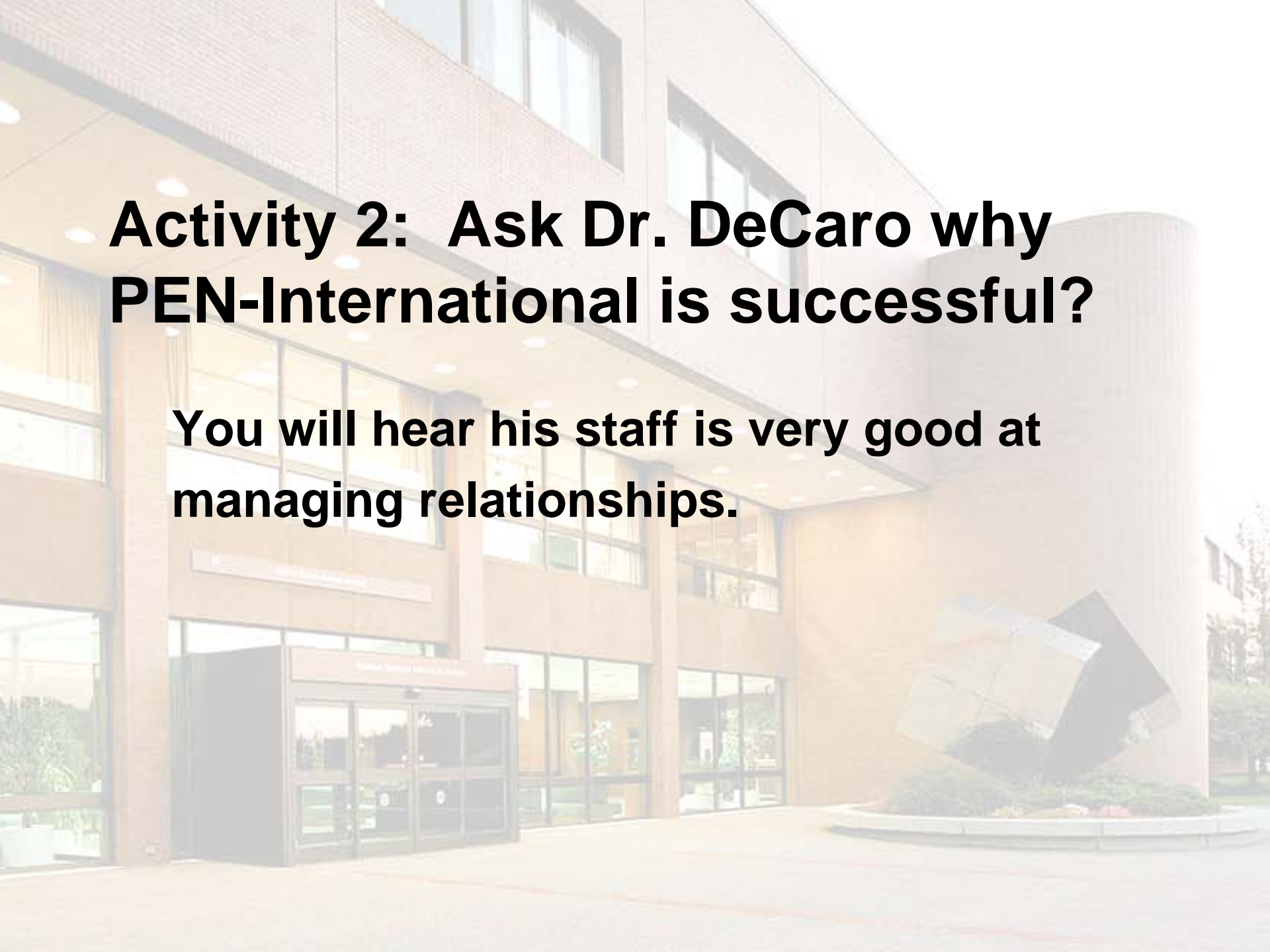




# **Why is Networking one of the most important life skills sets you will ever learn?**

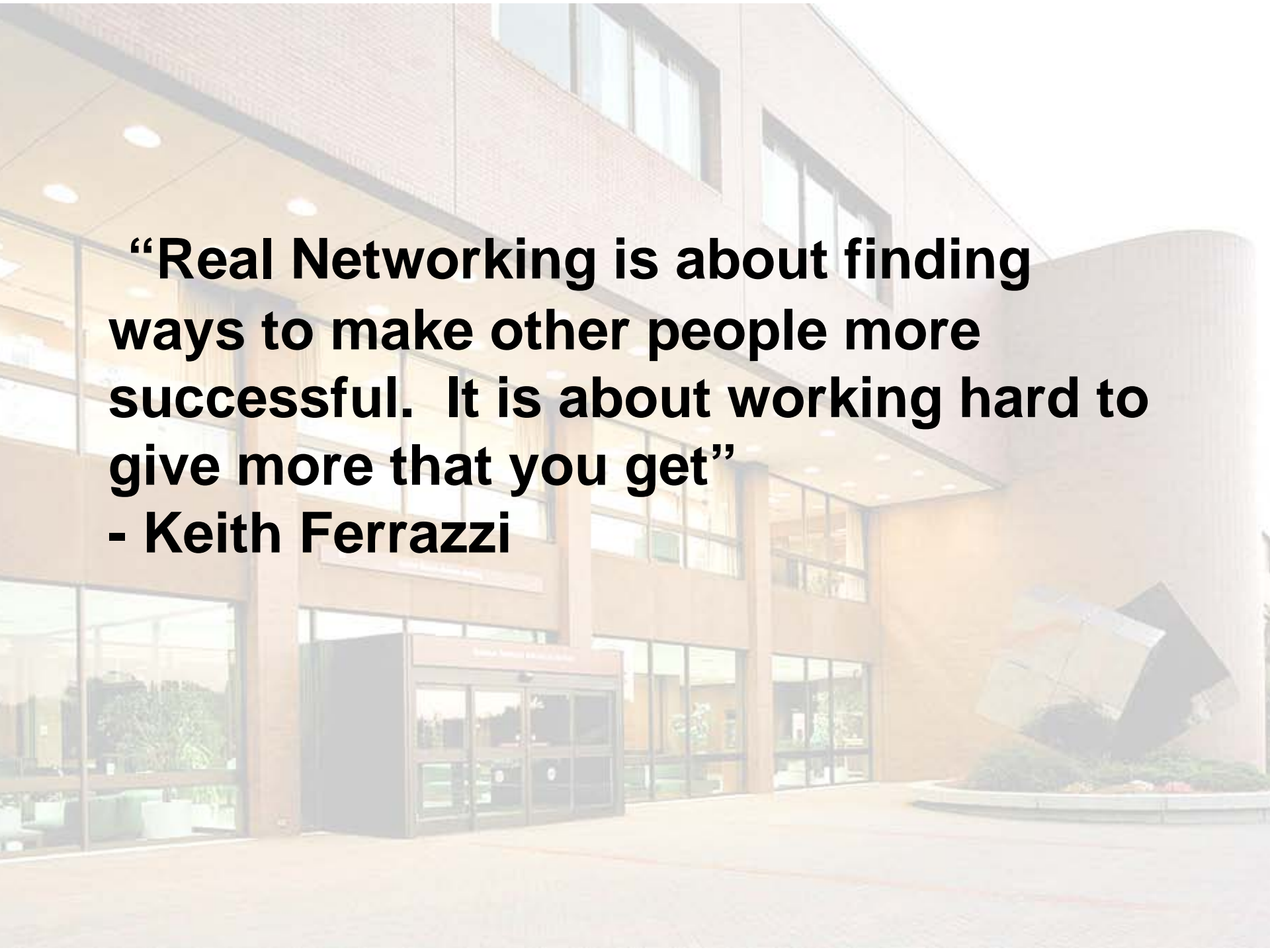
**People do business with people they KNOW and LIKE.**





## **Activity 2: Ask Dr. DeCaro why PEN-International is successful?**

**You will hear his staff is very good at  
managing relationships.**

The background image shows a modern, multi-story brick building with large glass windows. The building has a curved section on the right side. In the foreground, there is a paved area and a small landscaped area with some plants. The text is overlaid on the left side of the image.

**“Real Networking is about finding ways to make other people more successful. It is about working hard to give more that you get”  
- Keith Ferrazzi**

The background image shows a modern, multi-story building with a mix of brick and large glass windows. A prominent curved section of the building is on the right. In the foreground, there is a large, abstract sculpture made of several large, light-colored blocks. The scene is set outdoors on a paved area.

# **Activity 3:**

**What are some ways you can begin to create the kind of community that can help you further your career?**



# **Activity 3: Continued**

- 1) Create a project that will force you to learn new skills**
- 2) Take on leadership positions in your favorite hobbies**
- 3) Enroll in a club at your college that relates to the job you want in the future.**

**These suggestions will help you meet new people.**

A photograph of a modern building with a large glass entrance and a curved wall. In the foreground, there is a large, tilted cube sculpture. The text "When you do meet new people, it should be FUN, not time consuming." is overlaid on the image.

**When you do meet new people, it should be FUN, not time consuming.**

The background image shows a modern, multi-story brick building with large windows and a glass entrance. In the foreground, there is a large, abstract sculpture made of several large, light-colored blocks. The building has a curved section on the right side. The overall scene is brightly lit, suggesting a sunny day.

**What is the best way to  
opening doors or finding jobs?**

**Personal Contacts/Networking**

# **Activity 4: What are the four main ways of finding jobs?**

- 1) Want Ads (newspaper or internet)**
- 2) Market Letters (sending resumes and cover letters by cold calls)**
- 3) Employment Agencies**
- 4) Networking**



# **Activity 5: What is the success rate of people finding jobs?:**

- 1) Want Ads (newspaper or internet)**
- 2) Market Letters (sending resumes and cover letters by cold calls)**
- 3) Employment Agencies**
- 4) Networking**

# **Activity 5: Continued**

- 1) Want Ads (5-10%)**
- 2) Market Letters (2-3%)**
- 3) Employment Agencies (10-15%)**
- 4) Networking (75-80%)**

A background image of the Stanford University Graduate School of Business building, featuring a modern brick and glass facade with large windows and a prominent entrance. The text is overlaid on this image.

**In 1995, Stanford University Graduate School of Business asked the alumni to identify the most successful traits.**

- 1) Stanford University discovered that G.P.A. had no bearing on success.**
- 2) The one trait that was common among the class's most accomplished graduates was verbal fluency (communication skills).**
- 3) As the study confirmed, the more successfully you use language, the faster you can get ahead in life.**

A photograph of a modern, multi-story building with a mix of brick and large glass windows. The building has a curved section on the right side. In the foreground, there is a large, abstract sculpture made of several large, light-colored blocks. The text is overlaid on the image in a bold, black font.

**Networking is a philosophy of life. It is an opportunity to help people and be helped by the people you have met.**



# **Where Do We Go From Here?**

**Start thinking about how you're going to make everyone around you successful.**

