

## Networking...because relationships matter

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### Why Network?

How would a career network benefit you? \_\_\_\_\_  
\_\_\_\_\_

### "Networking Tips"

Write down the five-step introduction that Leila suggests you follow.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

### Three Deadly Sins of Networking

Review the *Three Deadly Sins of Networking* and answer the corresponding question about each one.

Waiting until you need a job to begin networking: *Why is it good to begin before you need it?* \_\_\_\_\_  
\_\_\_\_\_

Developing an "all about me" mindset: *What is a better mindset?* \_\_\_\_\_  
\_\_\_\_\_

Expecting others to do your networking for you: *How can you be proactive?* \_\_\_\_\_  
\_\_\_\_\_

### Speed Business Networking: The Manual

What three *New Rules of Networking* appeal to you?

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### Virtual Networking

Explain the advantages of conducting a people search rather than a job search.

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### Next Steps

List the next steps you plan to take to expand your career network.

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