Purposeful Networking

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118 = <2

118 Seconds is Equal to Less than 2 Minutes;
Which is the average length of an elevator ride in New York City

Objectives

- Participants will learn the basics principles of 30-3-30 networking.
- Participants will identify their networking purpose aka your Networking Why.
- Participants will engage in activities that will support their ability to implement the 30-3-30 principle.
Purposeful Networking

1. Why do we network?
2. Who do we network with?
3. Where do we network?
4. Who does networking benefit?

30-3-30
30 Second Introduction resulting in a
3 Minute Follow Up Call resulting in a
30 Minute Meeting

Why?
The [dreaded] Elevator Pitch

TIMES UP!

The [awkward] Elevator Pitch
Mutually Beneficial Relationship

You’ve hit it off, now what?

FBI
Feature, Benefit, Interest Check
Career Services

[our why]

[FEATURES]
- Builds relationships with employers
- Sets up company information sessions
- Assist completers in their job searches
- Assist students in updating resumes, practicing interview skills, and networking with employers

[Benefits]
These services may help completers feel more confident in their job search and during interviews.

[Interest Check]
How would you envision this department assisting you?
Objectives

- Participants will learn the basics principles of 30-3-30 networking.
- Participants will identify their networking purpose aka your Networking Why.
- Participants will engage in activities that will support their ability to implement the 30-3-30 principle.
Tips / Tricks

- Mutually Beneficial
- Follow Up within 24 Hours of Meeting
- Use FBI’s
- Ask For Help & Volunteer

Questions?

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