

**People hire people they know. How do you get to be someone who is known by the right people? Network!**

**How:**

- Take every opportunity to get to know people
- Let them know who you are, what you can do, and what type of work you want
- Keep in touch
- Ask them to pass you on to people THEY know

**Networking Begins With Who You Know:**

List the people you know – they don't have to be in the industry in which you want to find a job.

You never know who THEY know until you ask!

Talk to everyone you know – fellow students, instructors, friends, family, people you meet. Tell them what you can do and what types of work you want to explore. Ask them to help by introducing you to anyone they know in the business.

Or, ask your contacts to give you the names of people to contact on your own.



**Just imagine.....Who Do They Know?**

**PEOPLE YOU KNOW:**

- Instructors ♦ Department Chairs ♦ Previous teachers ♦ Coaches ♦ Family ♦ Friends ♦ Neighbours  
 ♦ Current or previous employers and co-workers ♦ Members of clubs or service organizations ♦ Baristas  
 ♦ Store clerks ♦ Librarians ♦ People you meet on the ferry ♦ Your hairdresser ♦ People on your sports team  
 ♦ People in a line-up at the grocery store

**Who else?** \_\_\_\_\_  
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**Networking Log:** Keep track of who you speak with, what is said, when to call them back, any leads they provide, etc.

Date:	Name:	Call back? When?	Outcome or Lead:	Additional Notes:

**North Island College**

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