

10 Tips for Success at Networking Events

1. Have your resume and business cards with you at all times.
2. Research the companies/recruiters in attendance- search the company website, LinkedIn, Facebook, and Google their names.
3. Treat every interaction like a job interview, even if the event is billed as “casual.”
4. Hang out in the high traffic area (i.e. by the food) and let people come to you. Also be willing to walk up to someone who looks uncomfortable- forget about your own nervousness and ease theirs!
5. Talk more about the recruiter than yourself- focus on his/her interests (personal and professional) and what he/she is looking to get out of the event.
6. Be prepared to give your 30 second elevator speech.
7. Respect the recruiter’s time- keep the conversation to 10 minutes or less.
8. NEVER appear desperate or pushy.
9. NEVER ask for an interview or a job- ask to meet again for an informational interview if you need more time to talk.
10. Get their business card and follow up with an email the next day (and connect with them on LinkedIn!)