

Elevator

# *Pitch*





# NETWORKING FEARS AND CONCERNS

## I have to:

- Be extroverted and a good conversationalist
- Take advantage of others/bother them
- Talk about myself
- Know someone at an event

# NETWORKING MATTERS

- Nearly 65% of job hunters get jobs through networking
- More people you know, more you learn about your chosen profession
- You can learn how to break into the profession
- You can find allies and mentors

# Appropriate contexts



Career fairs



Interview



Informal interactions



Networking events



Internship or job search



# REDUCING ANXIETY DURING NETWORKING

- Prepare
  - Have introductions
  - Determine your focus
  - Have questions in advance
  - Practice with a friend
- Use deep breathing or meditation
- Use positive visualization



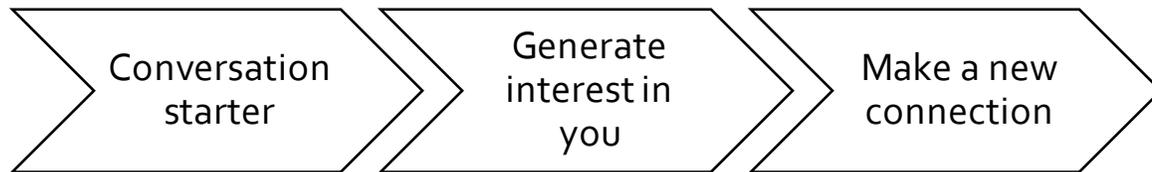
# REDUCING ANXIETY DURING NETWORKING

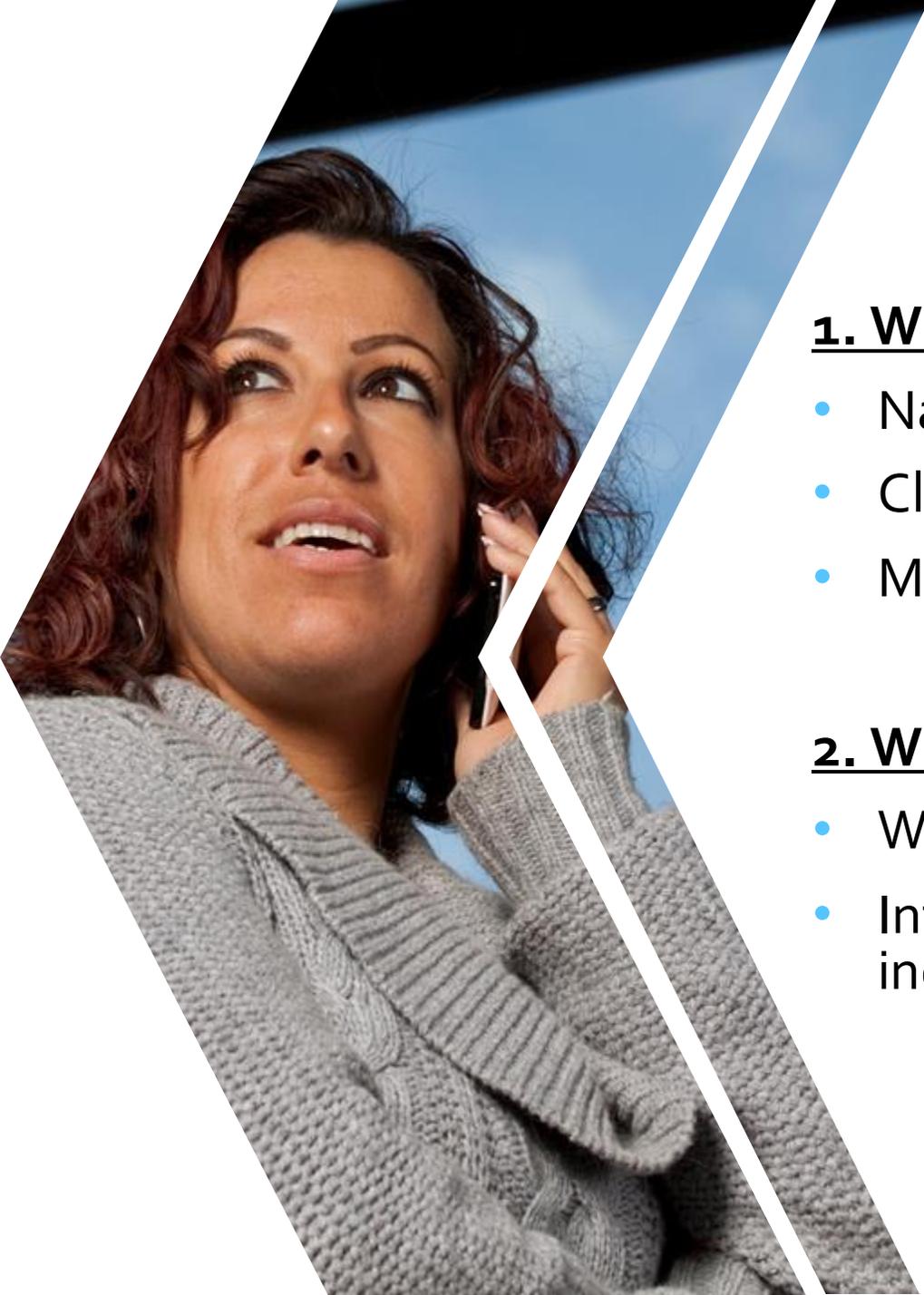
- Attend with a friend
- Find a friend in the crowd
- Make eye contact
- Listen
- Use positive self talk

# Definition

- A concise, “1 minute” introduction, personal summary

# Goal





# Craft your pitch

## 1. Who am I?

- Name
- Class
- Major

## 2. What am I seeking?

- Work opportunities
- Information about an industry

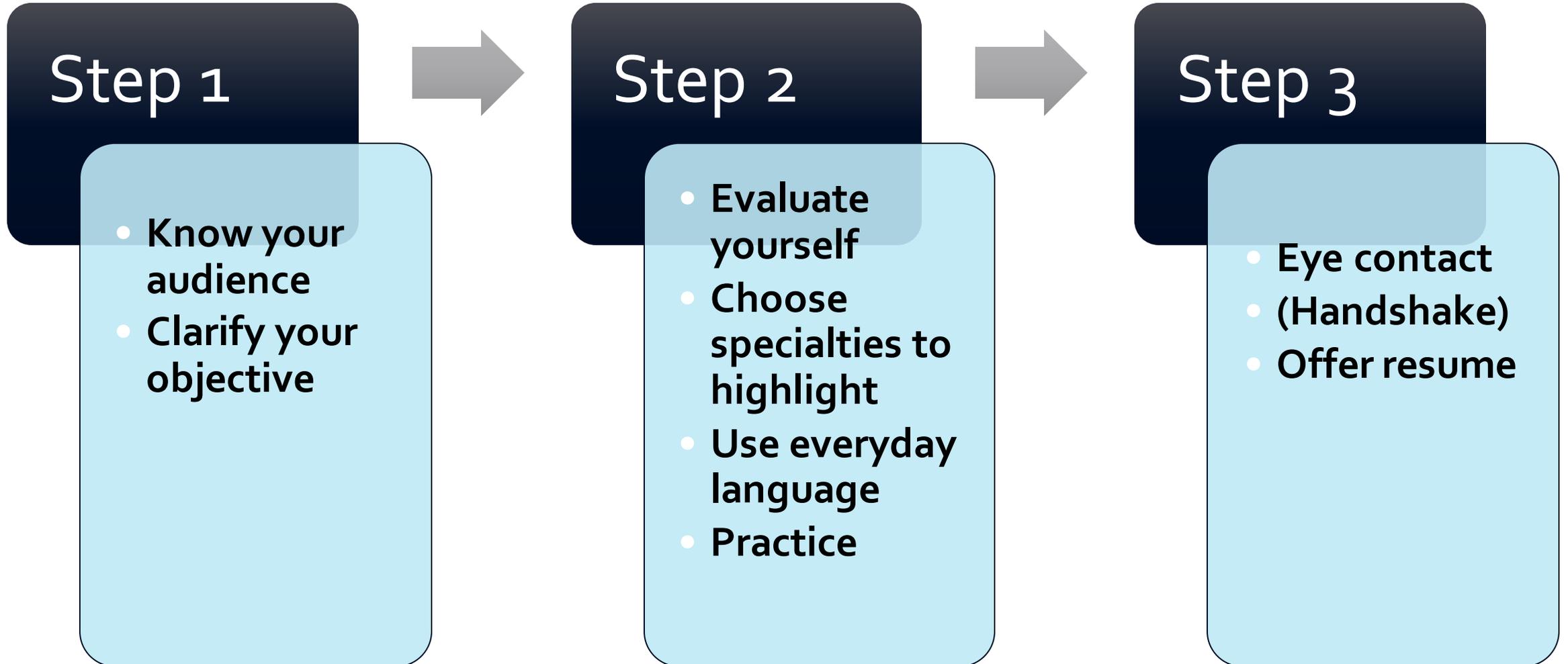
## 3. What can I offer?

- Relevant experience
- Skills
- Achievements

## 4. What is my objective?

- Opportunities
- New connection
- End with a question

# More Tips



*Your Turn!*

# AFTER NETWORKING OPPORTUNITIES

- Reflect on contacts
- Follow-up
- Keep in touch



# For Additional Support

§ **Resources on DCP website:** [www.career.uci.edu](http://www.career.uci.edu)

§ **Virtual Career Planning Appointments:** 30-minute appointments to discuss career exploration, job/internship search, resume or cover letter review, graduate school planning, etc. Book in [Handshake](#)