

The NEW Woman Rules on Networking

From The New Woman Rules

- Networking is working.
- Remember who helped you advance in your career. Maintain contact and continue to thank them for their help.
- Because so much comes down to getting with the right people, figure out who the right people are and network them.
- You can build a connection with any individual on some level, even if it seems you have nothing in common.
- It is critical to spend time with colleagues in an environment that is not work-related. You probably have other things you'd rather do, but you have to do this.
- Visibility over time and places gets you recognized. The more you are recognized, the more opportunities you have to be sponsored.
- Practice talking to strangers and make connections.
- As you meet people, collect their business cards and keep those relationships active with e-mail. Send them updates about what you are doing.
- Recognize that other people are uncomfortable in some networking situations, too. They appreciate your approaching them or inviting them to join you at the table.
- Inclusion gives you exposure. Inclusion gives you opportunities. It is what makes you grow and moves you along.
- You have to toot your own horn because your managers won't notice everything you do, and other people will take credit for things they didn't do.