

Hand-out: Networking Webinar, July 28, 2021

SAMPLE NETWORKING STATEMENTS

To a friend or family member: *“If you hear of anyone who is in the market for a lab technician, could you please let me know?”*

To someone employed in the field you are pursuing: *“My research indicates that you are well respected in the field of structural engineering and I am hoping that you can give me some suggestions on how to enter the field, here in Manitoba.”*

To someone you meet at an organization: *“I have been attending some job search workshops at Success Skills Centre and I am looking forward to starting my job search. How did you find your present job?”*

To a bank manager or insurance agent: *“Your position must bring you into contact with lots of different people; I am hoping to get some valuable ideas from you regarding my job search.”*

To your local grocery store staff: *“You meet lots of people. Have you got any ideas about job leads.”*

To someone employed by a company you have targeted: *I was wondering if you would be kind enough to let me know how your company goes about recruiting new employees.”*

Samples

Pitches

My name is Sami and I have a background in property management. I run a busy tent and trailer park that includes cottages. For several years I also owned an apartment building in the town of Bedford. I'm looking for work in a similar environment where I can use my skills and knowledge.

I'm Xu Ping. I studied Computer Science and worked in the IT industry as a programmer in Shanghai. When I moved into project management I decided I wanted to study global management in Canada so I chose Saint Mary's. When I graduate I'd like to help start ups bid and implement projects

Sample script (Phone Message?) *My name is Samir Elbaz and I am a Nortel Alumnus who is working with Right Management. _____ (referrer's name) suggested that I network with you since you've worked in similar organizations. My background is in Software Design Management having had several roles within TDM and Succession R&D and I am interested in securing a similar position in a company locally.*

My family and I are relocating to Halifax. I would like to have the opportunity to meet or speak with you to get your thoughts on the job search, networking etc. You can contact me via e-mail at selbaz@emailaddress.com or by phone at 438-7376

Ask for Leads and Information

Sample

Dear _____, I attended your Effective Merchandising Techniques presentation last Friday and introduced myself to you following your lecture. Your speech was very informative and your examples were extremely enlightening; I left with a number of new ideas.

I would be very grateful for your review of my enclosed résumé. If you know of anyone who might be looking for someone with my background, please contact me at _____. Or if you have any suggestions as to where I should direct my search, I would very much appreciate your input and receive advice of new ideas.

Resources:

How To Network: 17 Tips For Shy People

<https://www.cio.com/article/3219704/how-to-network-17-tips-for-shy-people.html#slide1>

Conversation Starters

<http://www.burg.com/10-feel-good-questions/>