

The Networking Equation

It's about getting job leads, and more...

The evolution of strong rapport:

Make conversation → Get to know people → Build relationships → Develop rapport

The formula for being remembered in a crowd:

Be Fun + Be Interesting + Be Polite + Listen = Be Memorable

Add these effective phrases to your networking vocabulary:

- + Would it be OK?
- + I'm so interested in....
- + Would you mind if...?
- + May I please...?
- + THANK YOU!

“Networking is a long-term process by which we share ideas, leads, information, contacts, advice, and support that's mutually beneficial. It can benefit our personal as well as our professional lives.”

*Excerpted from the Student Lawyer article, “Let's Talk about Networking.”
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