



# Network or Not Work!

# A Presentation by:

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# What is Networking?

Connecting with people



# How Do We Connect With People?

- Education
- Ethnic background
- Where you worked
- Religion
- Family
- Professional organizations
- Community organizations
- Hobbies
- Many other ways

# Networking Resources

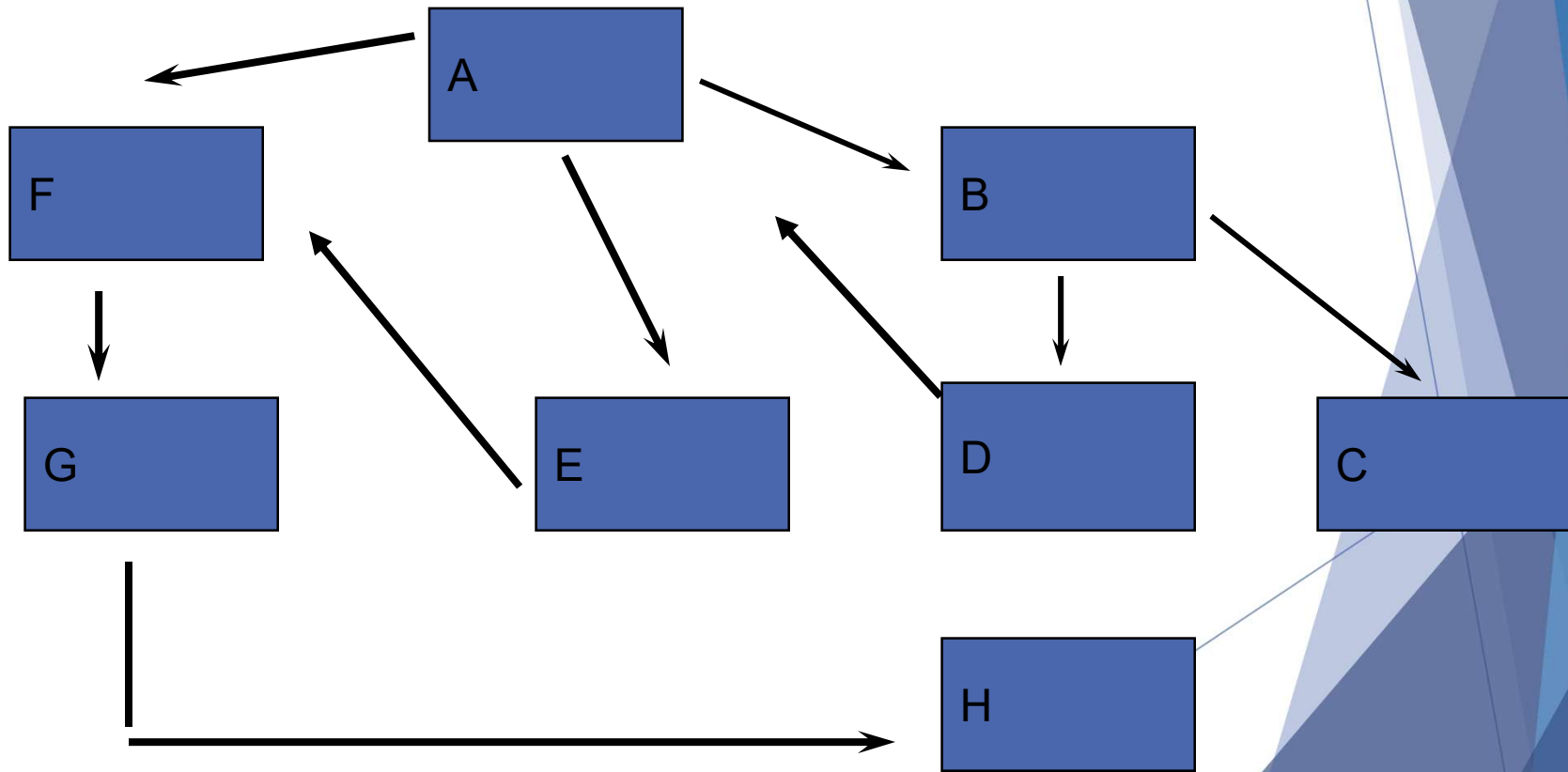
- Your computer
  - Excel
  - Linked In
  - Google
  - ACHE directory
  - Zoom & Skype
- Business cards
- Pen
- Telephone
- Attendance lists

# How Networking Works

- A numbers game? Maybe
- Uncomfortable with networking?
  - Become an actor playing a part
  - Reward yourself every 5 calls
- Follow up
- Attitude
- Placing calls to friends
- Placing calls to strangers

Keeping up with it all

## Diagram of a Network



# Some Networking Rules

- Do not overstay your welcome
- Pass along information which is beneficial to the recipient
- “Please”, “Thank you”, “Can you help me?” are excellent phrases. Learn to use them
- Become friends with the secretary.
- Continually add to and update your network.



# Job Boards

- Indeed
- Monster
- Zip Recruiter
- Career Builder
- ACHE
- LinkedIn

# LinkedIn Tips



- Increasing in popularity and use among healthcare audiences
- Recruiter platform (push) job posts (pull)
- Set privacy: move “notify your network” to “no”
  - Under Accounts, Settings and Privacy
- Update contact settings.
- Enhance your profile.
  - Posts (authored by you and/or others)
  - Executive summary
  - Employment (companies)
  - Education
  - Recommendations

# LinkedIn Tips *(continued)*

- Connect, connect, connect.
  - Upgrade to LinkedIn Job-Seeker Career Premium.
    - Free subscription for 1 year for military or vets, includes LinkedIn Learning
  - Network of 1<sup>st</sup>-, 2<sup>nd</sup>- and 3<sup>rd</sup>-degree connections.
  - Start by connecting with people you know to avoid being blacklisted.
    - Use best practices (e.g., customized messages)
  - Join relevant groups.
    - Associations
    - Search firms
    - Universities
  - Check “feed” frequency to avoid bombardment.



# Contact Information



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