



## Holiday Networking

### DO's & HOW-TO's

Accept all invitations and pursue additional opportunities to meet professionals with shared interests.

Participate in industry or professional events to expand your network—check out the association for your profession or go to <http://www.iloveseattle.org/> or to <http://www.meetup.com/> to find groups of like-minded professionals.

**ALWAYS** begin with interest in the other in conversation vs. thinking about yourself or what you will get out of the conversation. This is the best way to begin or to build relationship. Ask questions; listen; ask for advice

Enter social circumstances with a target message prepared and an intention. Your intention needs to fit the context. If it is a family gathering and closer relationships your intention and message will be different than if you are entering a new social group or in a structured professional setting.

Consider in each interaction how you can contribute to the other person in a relevant way—how do you “pay it forward”?

Send out holiday cards with your update and your gratitude—especially to people that have been helpful to you along the way. <http://www.brit.co/e-cards/> has a list of the top 10 best e-card sites. You can also send cards to hiring managers you’ve met in your search.

Consider getting business cards to give or asking to link digitally for the tech forward folks.

### DON'Ts

Even though hiring managers can be distracted during the holiday season, it is still a great time to build relationships. Don't slow your job searching activity. It can also be the time that many feel a spirit of generosity.

Don't hesitate to ask for specific help and advice. Remember to always lead with the relationship in mind.

Don't forget to polish your digital presence and connect generously with professional colleagues and personal friends.