



Networking

Building Authentic Relationships to
Support Your Career Goals

Julie Polumbo • AWAG 2019



DRC to ARC to AWAG

What does networking
mean to you?

Definition

- Networking is the process of building and fostering relationships, resulting in mutually beneficial outcomes.
- Networking begins with short-term connections either in-person or online, which generate advice, further connections, or tools to help you meet your goals.
- Networking can result in connections that transition from professional colleagues to personal friends.



INTRO

- Elevator Speech
- Business Cards



FOLLOW UP

- Email
- Coffee, Lunch
- Informational Interview

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MAINTENANCE

- Birthdays
- Holiday Cards
- Move Updates

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LEVERAGE

- The Ask
- Review Resume
- Advice & Guidance
- Connections

Elevator Speech

Intro:	Hello, my name is Julie Polumbo.
About You:	I recently moved to Stuttgart, and I am working on starting a consulting business.
Ask:	I heard that you run a successful photography business. I would love to learn more about your experience registering your business in Germany. Would you be interested in grabbing coffee or lunch sometime?

Let's Network!

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