

where

- one to one
- professional groups
 - conferences & conventions
 - professional associations
 - networking groups
- the Internet
- education & training
- social/recreational/ community settings
- career/job fairs

conferences & conventions

- regional and national c&c in a given industry or profession are often excellent opportunities to expand your network.
- take some time at the start of the conference to study the agenda and mark the sessions and events that you want to attend
- at the conference meals, try to sit with people you don't know and with a different group at each meal.

professional associations

Associations often hold events in which networking is not the main objective, but simply a by-product of the gathering

- be subtle
- share stories and successes - talk about what you know more than who you are.
- look for ways to distinguish yourself - make sure that you let people know exactly what you do and find out about others' jobs or businesses so that you know how to help them in the future

professional associations (continued)

- take on a leadership role - to gain true visibility, you need to volunteer some kind of official role or event run for elected office

networking groups

Main goal – making contacts

- think positively
- balance your quantity & quality of contacts
- networking is a 2 way street of sharring contacts andknowledge

Internet

web 2.0

- LinkedIn
 - Goldenline.pl
 - grono.net
 - Friendster.com
- and many many others

It is only a tool