

# Networking for Success

## for the Black Student & Alumni Career Networking Night

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[CLNx.utoronto.ca](https://clnx.utoronto.ca)

STUDENT  
**LIFE**

Career Exploration  
& Education



# A Plan for Our Time Together

- Develop a better understanding of yourself and what is important for your career
- Identify the value of networking: what it is and why does it matter?
- Explore the core components and forms of networking
- Establish strategies to build and maintain connections

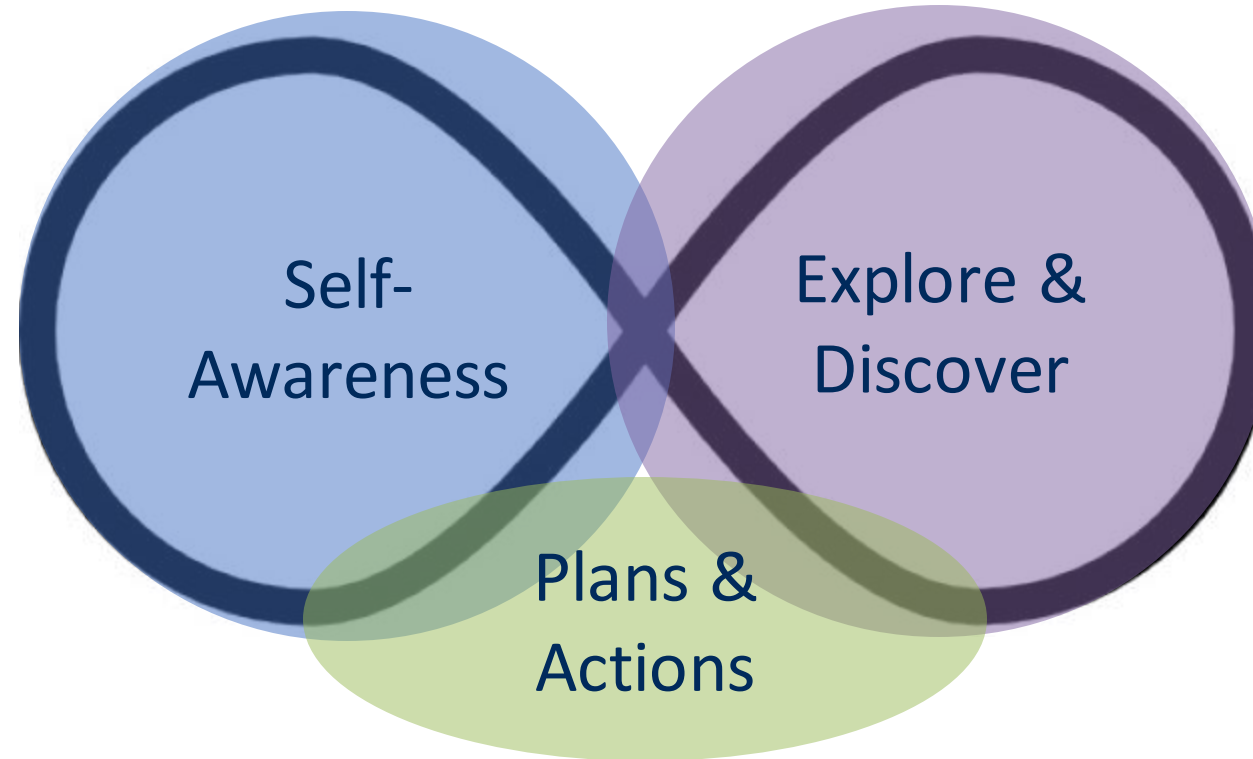
# What makes work meaningful?



Up Next: Exploring Meaningful Work

# Exploring Meaningful Work

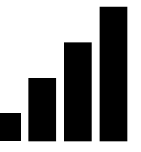
## The Career Development Process



Up Next: Networking



# Networking



# Networking Makes Me Feel...

- a. Comfortable and confident
- b. Stressed and nervous
- c. Curious and excited



# Networking is...

...a supportive system of sharing information and services among individuals and groups having a common interest.

✓ authentic connections

✗ schmoozing

✓ two-way interactions

✗ exploiting others for personal gain

✓ thoughtful conversation

? getting a job



# The Value of Networking

1. Learning new knowledge relevant to your interests
2. Gaining connections, mentors, and referrals
3. Inviting happenstance encounters
4. Increasing comfort and confidence via practice



# Making it Easier: Shifting Mindset



**Share in the chat box:**

Has networking ever felt easy? When? What made it easy for you?

1. **Focus on learning:** discovery, curiosity, new ideas
2. **Identify common interests:** research, explore common experiences
3. **Reflect on what you can offer:** perspective, advice, endorsement, gratitude
4. **Link to higher goals:** what larger motivations do you have?

Source: [Harvard Business Review, \*Learn to Love Networking\*](#)

# Key Ingredients for Networking

## 1. Know yourself

- Reflecting on your academic, personal, and professional experiences, what skills and stories might you share with others? What are your goals?
- How can you best articulate and communicate the above?
- What do you already know? What are you hoping to find out?

## 2. Find your people

- Who might have some answers, information, or insights? How might you connect with them? How have you connected with people in the past?

### \* Practice

- Networking is a skill; like any skill, you get better with practice.

# Before the Event



## 1 Prepare your introduction/ elevator pitch (focus on your technical and soft skills )

This pitch should:

- highlight your strengths and accomplishments
- Mention the type of industry which you are interested in
- Show how you add value to an organization
- Showcase your personality ( share a fun fact)
- Be concise

Up Next: At the Event

# The Elevator Pitch


**First sentence:** Include your name, your school, your degree and major. (for students and new graduates). More experienced individuals want to introduce themselves and then begin with the middle sentence.

**Middle sentences:** State your relevant experience. For example, mention your employer, your role, the skills you used and developed as well as the accomplishments and results you are proud of. Mention your future career goals.

**Last sentences:** Briefly relay how your background might benefit the listener. Ask for his/her suggestions on who else you might speak with for advice regarding your strengths.

After you have engaged the contact in conversation, don't forget to ask for a referral by saying something like "Do you have any advice for me or can you suggest any other people I should contact?"

Up Next: At the Event



My name is Julian, I am completing a Masters degree in Sociology and have volunteered with 3 community based agencies supporting folks battling addictions and those faced with economic barriers. I am interested in the social determinants of health and hope to work with organizations doing research that informs public policy decisions. That's a little bit about me .. what's keeping you busy these days?

# Before the Event

2. Prepare your resume
3. Set aside comfortable / business casual clothing
4. Prepare a list of questions to engage in conversation





# At the Event

- Be open to connecting with a variety of alumni
- Take a second
- Be prepared to introduce yourself and ask thoughtful questions
- Get contact information
- Take notes
- Ask alumni how they'd like you to follow up

Up Next: After the Event



# After the Event

## Follow-up within 24 hours

- Send a personalized email to each person you met. Don't wait too long, ideally within 24 hours. Thank them for their time, remind them of what you discussed, and express your interest in staying in touch
- Provide any information that they requested (if applicable) and ask to connect on LinkedIn/other platform if you haven't already.





# After the Event

## Connect on Social Media

Platforms like: LinkedIn, Twitter, or Facebook.

- This will help you stay updated on their activities, achievements, and interests, and also give you an opportunity to interact with them online.
- You can like, comment, or share their posts, congratulate them on their milestones, or join their groups or communities.



# After the Event

## Schedule a Follow up Meeting

- Invite the contact to a follow-up meeting, either online or in person.
- This could be a coffee chat, a lunch, a phone call, or a video conference.
- The goal is to learn more about them, their work, industry and to offer your help, advice, or referrals.
- You can also explore potential opportunities for collaboration, partnership, or mentorship.

## Networking Opportunities for Black Students

- Black Founders Network – University of Toronto  
<https://entrepreneurs.utoronto.ca/for-entrepreneurs/black-founders-network/>
- Black Research Network- University of Toronto  
<https://brn.utoronto.ca/>
- Black Professional Tech Network- Obsidi -  
<https://www.bptn.com/>
- Black Innovation Program- Ryerson University  
<https://dmz.ryerson.ca/bip/>

# Career Exploration & Education Online

Check out [clnx.utoronto.ca](https://clnx.utoronto.ca) for the following:

- Online one-on-one advising appointments
- Online workshops
- Online Career & Alumni Chats
- Job Boards – Still Active
- Work Study Program
- Job Shadowing Program
- CLNx Resources
- [Online Chat Tool](#)

Questions or concerns, please email [careercentre@mail.careers.utoronto.ca](mailto:careercentre@mail.careers.utoronto.ca)

# Be Well

- Find [answers to frequently asked questions](#) about coping with stress, residence, help for international students and safety abroad from the Office of the Vice Provost, Students.
- U of T My SSP: Call 1-844-451-9700 or download the app at the [Apple App Store](#) or [Google Play](#). Immediate counselling support is available in 35 languages and ongoing support in 146 languages.
- [Good2Talk Student Helpline](#): Call **1-866-925-5454** Professional counseling, information and referrals helpline for mental health, addictions and students well-being.
- [Anishnawbe Health Toronto Mental Health Crisis Line](#): Call 416-360-0486