

# Networking Roadmap

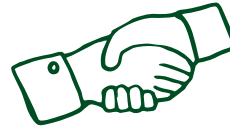
*Student Org Events*  
*Career Fairs*  
*Industry Tours*  
*Networking Events*

NOTES:

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## STEP 1

Meet a new contact.



## STEP 2

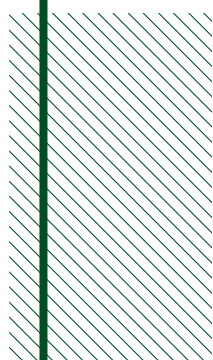
Exchange conversation and contact information.



(after leaving contact's sight) ▶

## STEP 3

Record/write down something memorable from the conversation onto their card.



## STEP 4

Follow up with a 'looking forward to keeping in touch' message via email, LinkedIn, etc. and connect on LinkedIn.



## STEP 5

Explore contact's experience and connections on LinkedIn.



## STEP 7

Thank them for the referrals.

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Start process at Step 4 with referral contacts using contact #1's name.

## STEP 6

Ask contact for referrals to specific relations/organizations they are connected to.

## STEP 8

Follow up with relational touch-base every 3-6 months.

