

10 Quick Networking Tips

1. Start now. Networking is a long-term investment. Relationships with your classmates now are the beginnings of a professional network that you will draw on as a practicing attorney.
2. Identify possible resource people. Classmates, friends, family members, acquaintances. Professors, speakers at events, previous employers. Research potential and new contacts.
3. When talking with people, ask for information and more contacts. Stay positive. Don't let your frustration show.
4. Take an interest in other people. People like others who are interested in them. This will help your visibility and make you memorable.
5. Keep in touch. Business connections need nurturing, even if it is just an email or a holiday card. If you are not memorable, your connections will not think of you when opportunities become available.
6. Update your resume. This is an opportunity to keep in touch. If you join a new pro bono project or have some other new experience, add it to your resume and send it to your contacts.
7. Set reasonable networking goals. Make one or two contacts each week. Send one or two emails per week. Remember that networking is a long-term investment and results might not be immediate.
8. Share information. If you've just read an interesting case or law review article on a topic that might be of interest to a contact, pass it on. It's another way to keep in touch and be visible.
9. Consider finding a networking buddy. You can encourage and support each other in meeting your networking goals.
10. Never go anywhere without your resume. Every encounter is a potential opportunity.