

## **ASK THE CAREER ENGINEER!**

**Francina R. Harrison, MSW**

**Q: Just how important is networking in finding employment? Fern, Everett, WA**

**A:** Dear Fern, in many cases this is the key to finding employment opportunities. In fact, most employment resources will cite that networking accounts for 50 percent of all job leads and subsequent employment. So networking is an important skill to have not just for the employment world but also for life in general. You know the saying, “It’s not what you know but who you know.” Here are some tips to increase your networking results:

1. Join some networks (sounds simple doesn’t it?). Find professional associations that are in your industry, volunteer organizations, sports/recreational groups, faith groups or join a school’s PTA.
2. Determine what you have and what you want. In most cases, becoming a relationship networker means you are *giving* with the benefit of possibly *getting* something in return (not just prospecting, but building relationships).
3. Don’t be afraid to ask your network, “Do you know who is hiring in \_\_\_\_\_ field?”
4. This is not the time to be shy, let your network know that you are in the job market. Don’t keep your job search a secret.
5. Join an Internet social network. One that I have become almost addicted to is [www.ryze.com](http://www.ryze.com). It’s a free business/professional networking site for its basic services and you can connect with professionals on a global scale. There are several networks on Ryze that is geared to job seekers, career changers and people who are in transitions.

If you have a question for “The Career Engineer” send an email to [francina@thecareerengineers.com](mailto:francina@thecareerengineers.com). Author of the book, *A Mind to Work: The Life and Career Planning Guide for People Who ~~Want~~ Need to Work!* For more information on Harrison & Associates, call 757-420-1109 or visit our website at [www.thecareerengineers.com](http://www.thecareerengineers.com).