

Engage. Empower. Impact.

NETWORKING IS THE PROCESS OF BUILDING AND MAINTAINING PROFESSIONAL RELATIONSHIPS.

Networking is an invaluable tool that anyone in the business world can utilize—unfortunately, few fully take advantage of these opportunities.

Networking is crucial for young professionals because it helps build relationships, gain opportunities, and accelerate career growth. Networking can also help shape your reputation; engaging with professionals in your field boosts your credibility and visibility.

While the environment where networking occurs can vary, there are a few simple goals and objectives to keep in mind:

- ☞ **Be Genuine:** Approach networking with a genuine interest to build relationships and not just get something from others.
- ☞ **Be On Time:** Arrive early to events, do not show up late.
- ☞ **Prepare Your Elevator Pitch:** be ready to introduce yourself quickly and effectively. Focus on who you are and what you do.
- ☞ **Be Mindful and Listen:** Make eye contact, present a friendly demeanor, and show interest through active listening skills. Ask thoughtful questions that show you have heard what someone has been talking about.
- ☞ **Show Up Prepared and Organized:** Make sure you have plenty of business cards, something to write on and with, and somewhere to put materials you will get like business cards from others.
- ☞ **Diversify Your Network:** Connect with people outside of your immediate field.
- ☞ **Networking Isn't Just in Person:** Leverage social media, especially LinkedIn. Engage with posts, share industry insights and connect with professionals in your field to build an online presence.
- ☞ **Follow Up and Stay in Touch:** Don't let these great opportunities, contacts and time go to waste! Networking is not just about making connections; it's about maintaining them. Follow up with a quick message or email to keep the relationship going beyond the event you connected at.

As a member of the Credit Union Young Professional (YP) network, you will have many opportunities to meet and interact with those that have similar goals and objectives. Don't waste the opportunity... Network!!!



CORNERSTONE LEAGUE
Young Professionals