

Deloitte.



Get Connected – How Effective Networking Can Bring Value to Your Search

A career development webinar for
Deloitte alumni

Audio: Toll-free (US, only) 888-391-6574

Participant code: 3848745

WebEx: <https://deloitteevents.webex.com/deloitteevents/onstage/g.php?MTID=e400fde87fafcc0a12aefc980b39d5683>

January 25, 2017

alumni*i*

Alumni communications

Stay connected to Deloitte

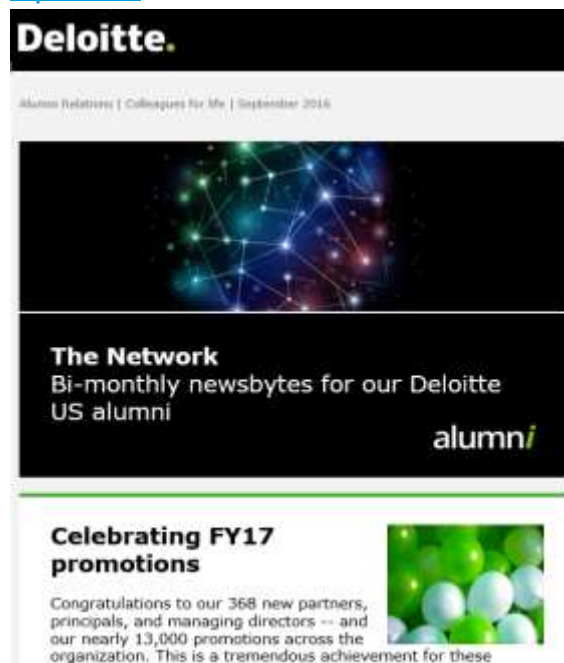
www.deloitte.com

Search "alumni" to visit a central location for alumni to access information and resources



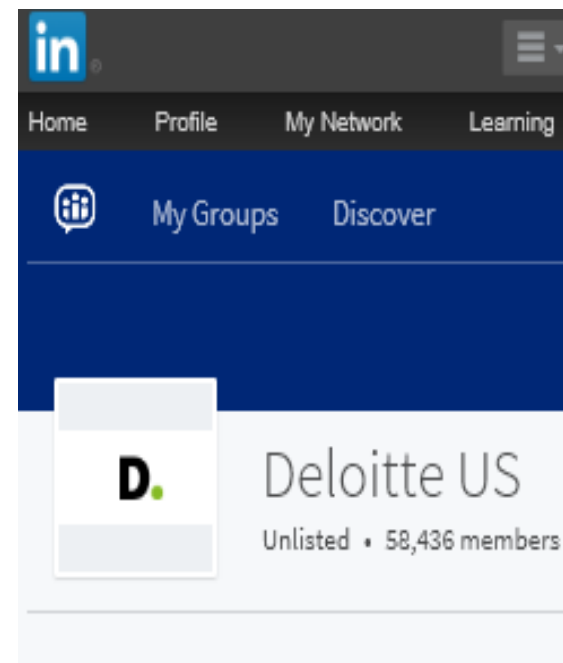
Email

Receive newsletters, event invitations and more. Update your contact info on our alumni page or via <http://tinyurl.com/DeloitteAlumniUpdates>



Deloitte US LinkedIn Group

Engage with fellow Deloitte alumni and current professionals and stay current on events, thought leadership by joining the [Deloitte US LinkedIn group](#).



Career support

Developing and supporting alumni

Marketplace Jobs – Find a job

The dashboard provides visibility to job opportunities from thousands of marketplace employers seeking candidates with valuable Deloitte experience. Learn more about the [U.S. program](#).

Marketplace Jobs – Post a job

Hiring companies appreciate the opportunity to target candidates with Deloitte experience. Learn more about the [U.S. program](#).

Career Development & Transition

Our coaching team hosts career-focused webinars and events for ongoing career development of our valued alumni. [See details](#).

Looking for a new opportunity?

Peruse the openings shared with us by employers who are seeking candidates with Deloitte experience and submit your resume to gain direct visibility with the hiring contact.

This site is intended only for use by Deloitte alumni, employees and sponsored friends. Resumes of anyone not matching this description will be blocked.

Marketplace Jobs

Enter Keywords OR



Deloitte Alumni
Stand out in a crowd

Company resources

Extending perks to alumni

Referral program

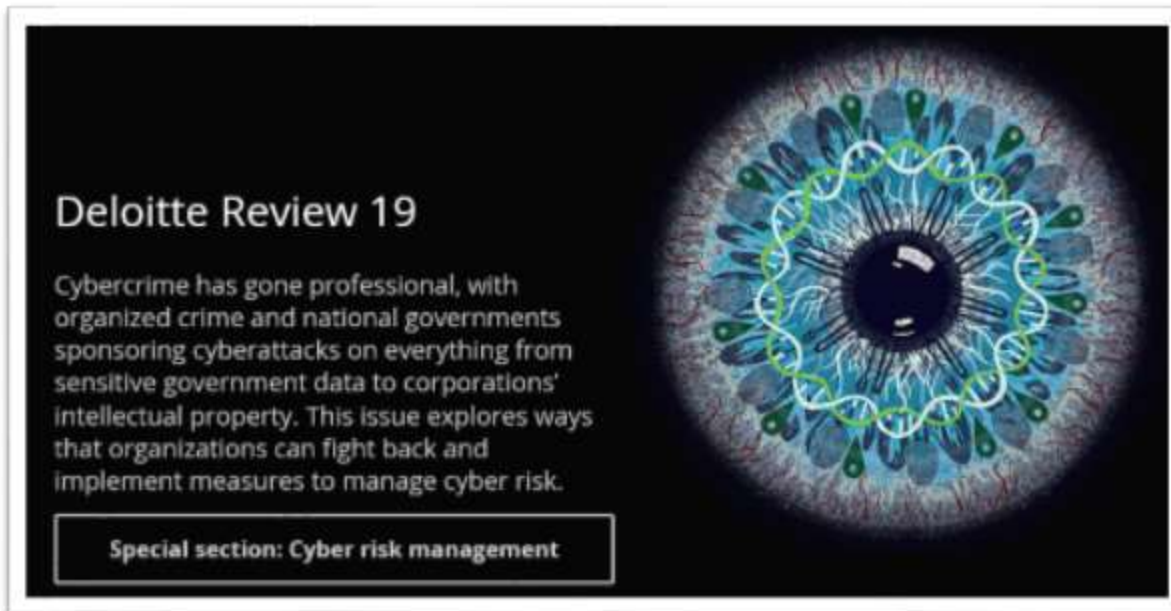
Eligible alumni are rewarded for successful hires. Learn more about the [U.S. program](#)

Business insights

Alumni can register to receive thoughtware from Deloitte, including publications from [DU Press](#)

Company discounts

Discounts traditionally reserved for employees are available to our alumni. Learn more about the [U.S. Alumni Perks program](#). First time code: Alumni.



Deloitte Review 19

Cybercrime has gone professional, with organized crime and national governments sponsoring cyberattacks on everything from sensitive government data to corporations' intellectual property. This issue explores ways that organizations can fight back and implement measures to manage cyber risk.

Special section: Cyber risk management



Deloitte Alumni Perks WELCOME TO ALUMNI PERKS

By leveraging the purchasing power of all our alumni, you can save on almost everything you want to buy.

Also, earn points for every dollar you spend and get even more stuff for free.

20,913 registered Alumni Perks members, and growing...

- Computers**
Access Pricing for all major brands.
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Air, Hotel & Car Rentals from Corporate Perks.
- Cell Phones**
Unlock up to 1 year monthly bill.
- New and Used Cars**
Employee Auto Buying Program.
- And More**
Save at over 20,000 merchants.
- Eating In or Out**
Up to 50% off at 10,000 locations.
- Electronics**
Best Prices from manufacturers & retailers.
- Movie Tickets**
Up to 30% off at the movies.
- Exclusions**
Internal Perks from Exchange Traded Venues.

Agenda

Topic	Content
Networking defined	What it is and what it isn't
Networking facts and fears	Debunk the myths and grasp the value
Tips and action plan	Develop your networking plan and get started today

Networking defined

Networking is “the **exchange** of information or services among individuals, groups, or institutions”

— Merriam-Webster dictionary

Ultimately, networking is the cultivating of mutually beneficial relationships with others.



Why is networking so important?

- For many job seekers, networking may be the #1 way to find your next best job.
- “It’s WHO you know... and who knows YOU”
- Utilize relationships effectively to increase your visibility and uncover desirable jobs.
- Boost your chances with a referral!
- Well-networked individuals may seldom need to look for jobs—opportunities find them.



Act like a successful job seeker!

Unsuccessful job seekers may...

- Spend the majority of their time scanning the job boards
- Only apply to posted positions
- Submit an application online and wait for a response
- Assume that when they don't hear back within a few days, the company is not interested
- Spend their afternoons at the coffee shop scanning new job postings

Successful job seekers may....

- Spend the majority of their time networking
- Use their network to uncover "hidden" jobs that may not be posted yet
- Ask to be referred in for the role
- Keep a record of their application, but focus on networking rather than waiting to hear back from the company
- Spend their afternoons at the coffee shop conducting informational interviews and networking meetings

Networking fears debunked



“I don’t know how to network.”

- You probably already do it every day.
- Networking is simply knowledge sharing between people.
- Networking can happen anywhere (grocery store).
- Use social media.

Networking can be done via your preferred communication style:

- Live meetings
- Phone calls
- Email exchanges



“I don’t know that many people....”

- Make a list—Who do you know?
Prioritize!
- 6 Degrees of Separation
- Who do you want to know?
Choose people from target companies,
industries or roles of interest

You likely know more people than you think!



“I don’t want to bother people.”

- Put yourself in their shoes.
- If someone is on your list, it’s likely they will want to help you. If they don’t—what’s the worst that can happen?
- Reciprocity—how can I return the favor?
- Keep it in perspective—difference between persistence and pestering.

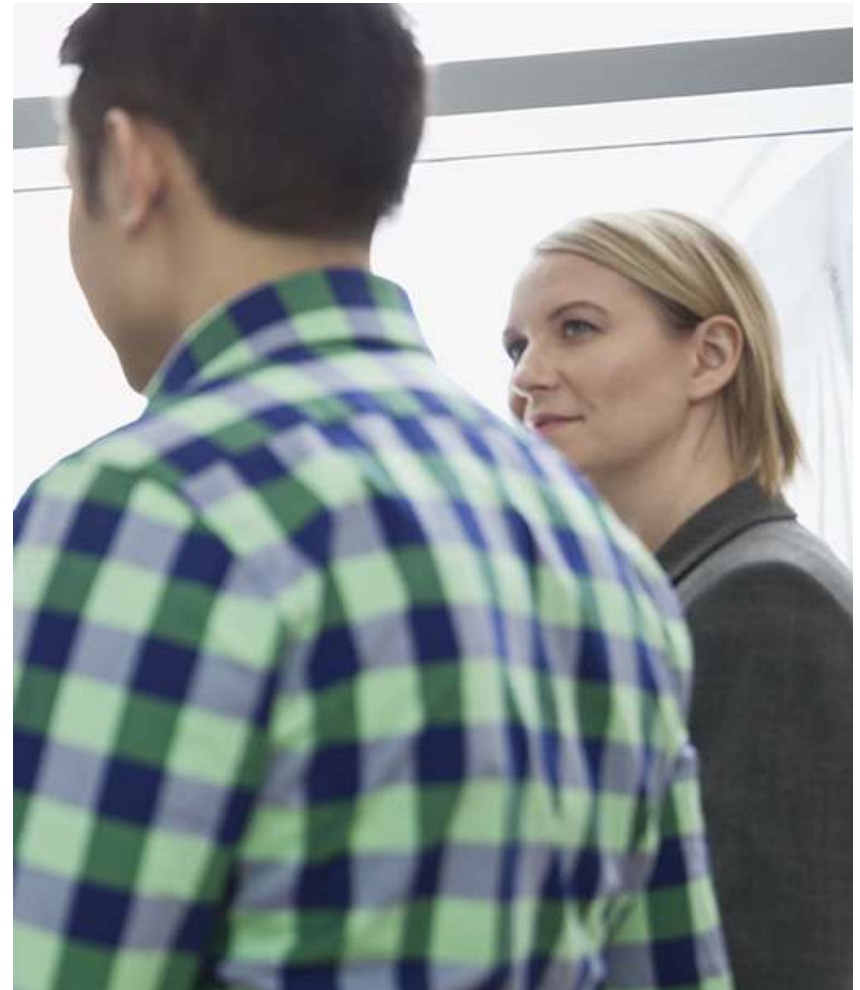
“If you want advice, say you’re looking for a job.....If you want a job, tell them you’re looking for advice.”

“I don’t want anyone to know I’m out of work.”

- Reframe your mindset.
- Job loss is common and often carries little stigma.
- Turn a negative into a positive. What is the upside of your situation?
- Determine your message—and stick to it.
- Empathy—much of the workforce has likely been out of work at some point in their career.

“No one will respond to me.”

- It’s all about your messaging!
- A carefully crafted email can make a huge difference when you are reaching out to someone, whether you know them or not.



The wrong message may not elicit a response...

"I'd like to add you to my professional network on LinkedIn."

— Sally Smith

"Hi Tracy.
I see you are a Career Coach at Deloitte. My name is Sally Smith and I am looking for a new opportunity, targeting Deloitte. Can you let me know if there are any openings or submit my resume to a recruiter?"

Thank you,
Sally Smith

The right message might look like...

"Hi Tracy. My name is Sally Smith and I am an Organization Change Management consultant with ABC Co. I recently saw your article on the Deloitte US LinkedIn Group about networking for introverts. It really resonated with me as I'm having a tough time networking in my job search. I am seeking some advice on how best to overcome my hesitation to reach out to people I don't know. Would you have 15 minutes on your calendar during the week of October 6th to connect? Thanks so much and I look forward to networking with you!

Sally Smith

Shorter version for LinkedIn or other social networking sites:

Hi Tracy I have been contemplating my next steps professionally and would value your perspective. Would you be open to an introductory meeting? I look forward to hearing from you and would greatly appreciate your input.

Sincerely,
Sally

Messaging can be just as important with those you already know....

Sample:

"Hi Tracy.

It's been awhile since we connected—how is your family?

I recently saw you were promoted to Manager at Deloitte. Congratulations—well deserved.

I would love to connect with you to pick your brain on a career change. Would you have 15 minutes on your calendar during the week of October 6th to connect?

All the Best,

Sally

Networking action steps

1. Identify your network
2. Reach out
3. Prepare for networking meetings
4. Set goals

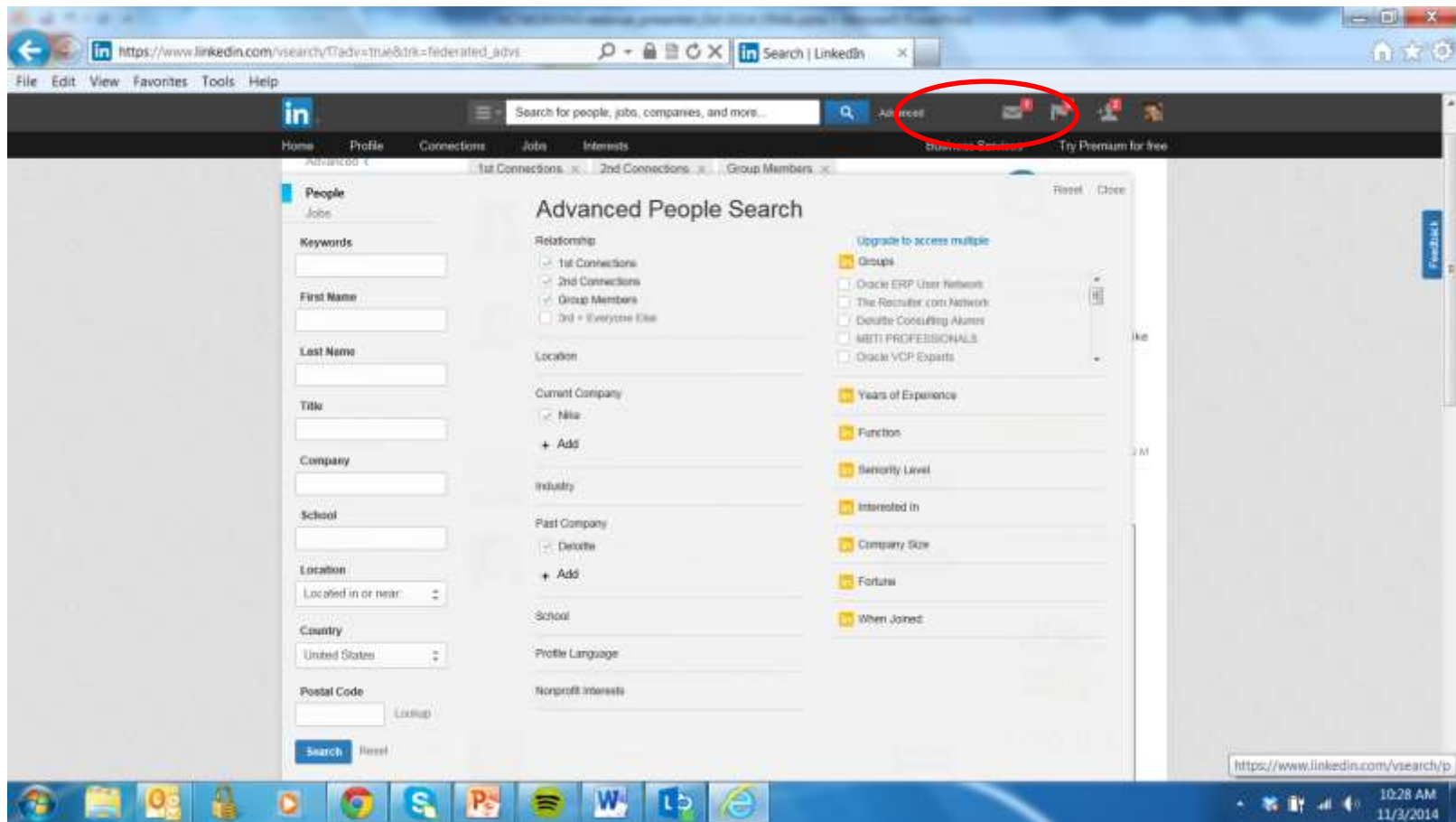


Identify your network

- List individuals in your network (anyone you know!)
- Determine the role they might play in your search
- Prioritize—A, B, C
- Secure contact information or use social networking sites (LinkedIn, Facebook)
- Join the Official Deloitte US LinkedIn Group



Find Deloitte alumni who work at your target company...



Reach out

- Choose the appropriate method of communication (phone, email, social media message)
- Customize your message!
- Follow Up
- Organize/develop a tracking system (Excel, JibberJobber.com, OneNote)



Prepare for networking meetings

Develop an elevator pitch

- 60 seconds
- REHEARSE!

Design an influential conversation using following components.

- Acknowledgement
- Sharing information
- Asking for advice and connections
- What can I do for you?
- Follow up!



Set goals

Set daily or weekly networking goals

Sample goals include:

- Customize and send 3 networking messages per day.
- Schedule one live networking meeting per week.
- Identify 2 people on social media who work for a target company and ask for advice.



Potential positive side effects of networking

- Improved attitude/positive mindset
- Improved communication skills
- Development of new relationships
- Improved job search results



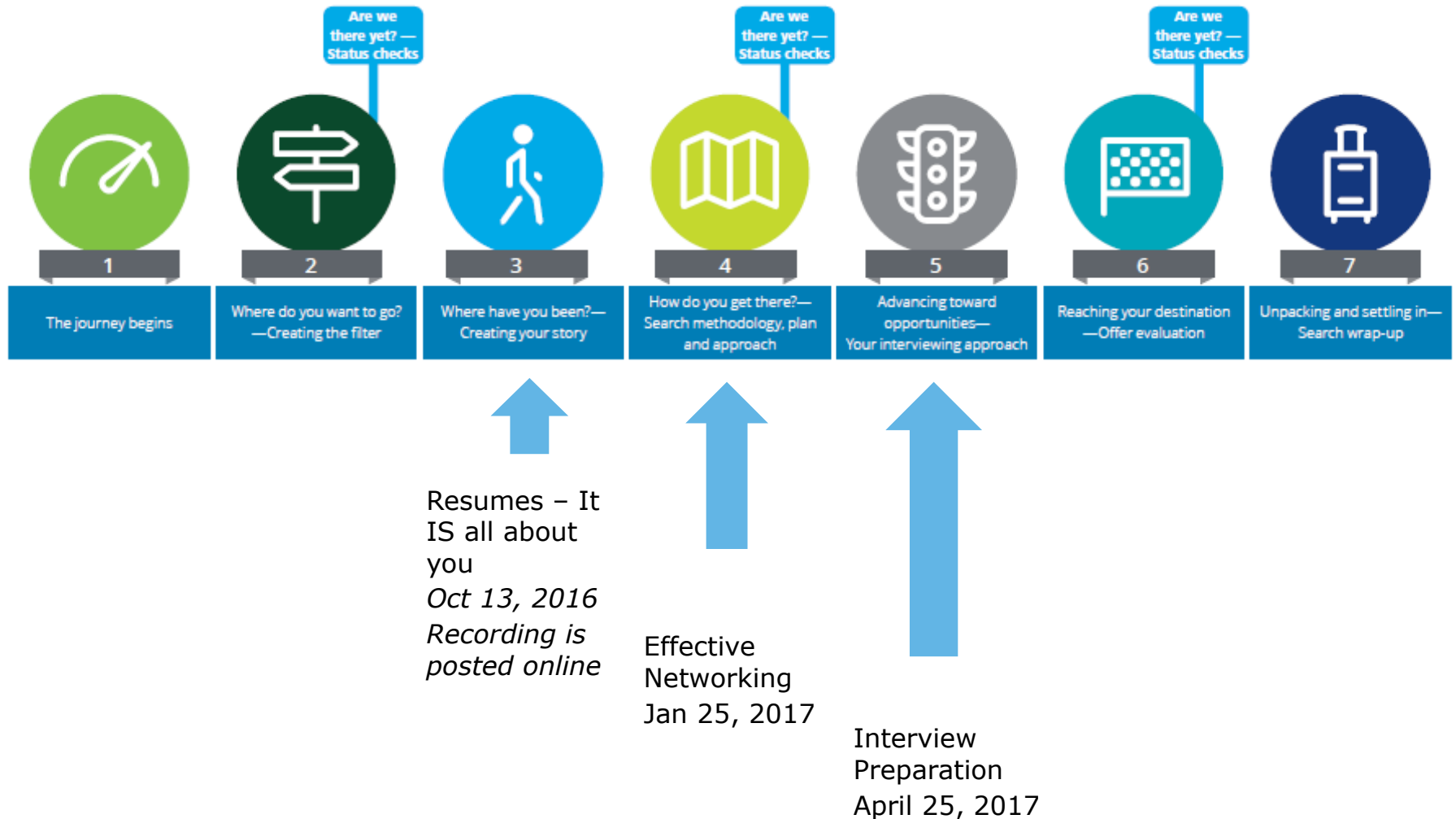
Get started!



Q&A



Please join us for future alumni career-development webinars





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