

SCSHA PRE-CONFERENCE TRAINING: **NETWORKING**



1. Don't be intimidated to talk with professionals--they love our students!
2. Prepare a short “elevator speech” about yourself including the following:
 - Where you are from
 - School name
 - Career goals
 - Special interests
3. Prepare general questions to ask anyone:
 - “What advice do you have for students?”
 - “I want to work in ___ setting. Do you have any recommendations?”
 - “What is the best decision you have made in your career?”
4. Communicate openness to conversation through smiling, eye-contact, lack of distractions, and warm greetings.
5. Ask for business cards and send follow-up emails to extend connections.
6. Attend late afternoon receptions.
7. Mingle with peers & professionals in the student lounge!