Networking
What is Networking?

The action or process of interacting with others to exchange information and develop professional or social contacts.
Networking Purpose

• Career development
• Building relationships
• Access to job opportunities
• Build confidence
• Gathering information
Types of Networking

Informal:
• Classes/Organizations
• Community events
• Social media
• Recreation sports

Formal:
• Networking events
• Meet and Greets
How to Network for Eastman

• EVETS:
  • You can contact us at evets@eastman.com to learn more about networking opportunities in the local area
What is a Meet and Greet?

A 30-minute conversation that you initiate conversation with an individual to gather information, not to ask for a job.
Meet and Greet Preparation

• Know your objective
  1) Why are you meeting with the individual?

• Be prepared
  1) Do the research
  2) Identify how both your interests relate
  3) Develop a list of questions to ask to get to know them
During the Meet and Greet

• Bring your resume but don’t be eager to hand it over
• Dress appropriately
• This will be a two-way conversation
• Be prepared to answer questions about yourself
Who Are You?

During the meet and greet, professionally give the individual a “30 second commercial” during contact.

• Who you are
• Current occupation
• Relevant background information
• Career interest and the purpose of the meet and greet
The Follow Up

Within 48 hours after the meet and greet, send the individual a thank you letter via email.

It’s a good idea to include a reference to something discussed in the meet and greet during your thank you email.
Eastman Thanks YOU for Your Service!