



# Tips for Making the Most of

EMORY'S 6th Annual

## GREEN NETWORKING NIGHT Wednesday, Nov. 14th, 2012

1. This event is for ANYONE who wants to explore environmental or sustainable career paths - undergraduates, grad students, and recent alums from ANY major or discipline - wanting to explore entry points such as internships, volunteer opportunities, jobs or gap year experiences. "Green" careers span several job types in areas such as Media, Business, Environmental Health, Government, Ecology Research, Consulting, Transportation, Conservation, Advocacy, Law, Education, & Politics, just to name a few! You don't need a background in Environmental Studies or sustainability to plan your path!
2. Review the professional bios and photos contained within the Guest Directory you receive upon arrival. Make note of people or organizations you'd like to meet. Networking at a mixer is less overwhelming when you have a focus, with a few people you want to find and talk to! Having trouble finding someone? Ask one of our staff SPONSORS to help you.
3. After our "green" guests make brief introductions at the microphone, it's time to mingle. Our guests will be sporting bandanas and will be positioned in one of FOUR AREAS of the room according to their areas of specialty. This is NOT a career fair, so guests will be mingling with students - not positioned behind tables. The "mixer" format is a lot of fun and makes networking less intimidating and more enjoyable for everyone!
4. Networking is nothing more than conversation between people getting to know one another. YOUR strategy is this: simply take an interest in your conversation partner! Introduce yourself with a smile and a firm handshake, then share your name and bits of information you think your listener might like to know about you (ie. year in school, academic background, and potential career interests). Tell them what values or interests you share in common, based on what you learned from reading their bio....
5. If you're still nervous, try watching others to see how they approach conversation. It's okay to approach a group of people who are already talking - walk up at a polite distance, make eye contact, listen, and await a verbal or nonverbal cue to join in. You will benefit from hearing others' conversations - don't wait in a single file line. Think CIRCLE! When someone makes eye contact, that's your opportunity to politely break in and introduce yourself. Conversely, you can encourage others who might be shy to join in on your discussions.
6. Think of what questions you'd like to have answered. Here are some examples:  
How did you get interested in this work? What were *you* studying as an undergraduate in college?  
What personality traits and skills are critical for success in your job? What training or education is required?  
What's your average day or week like? What do you enjoy most/least about your work?  
Can you suggest ways I can gain relevant experience? Do you know other friends/colleagues that I should talk to?
7. Keep an OPEN MIND - you will be surprised at some of the unexpected connections you'll make with people who may not be on your "hot list" to talk to. If you spot someone standing alone, say hello and let them know how much you appreciate their time at Emory this evening. You will be surprised at some of the less-obvious connections that exist between you - since many of our "green" guests have worked for in a variety of roles with a variety of organizations. Almost anyone can potentially introduce you to a colleague who shares your interests, if you only ask!
8. Don't spend all of your time talking to one person. It's a good goal to try to speak with 3-5 people at the event. Stretch your comfort zone: networking is one of the most effective tools in educating yourself about "green" career options and finding the right fit in your next job, internship, volunteer role or gap year experience!
9. FOLLOW UP ETIQUETTE: Before leaving a conversation, it's customary to ask a guest for their business card. This is very important - plan to send a follow-up email as a way of saying thank you to those you spoke with. This forms a lasting impression and smooths the way for future contact. ***Building relationships is NOT a "one and done" - it's an ongoing process that takes follow up and initiative to work!***
10. Our event organizers have tried to attract a diverse group of participants. Rarely, guests have last-minute obligations that prevent them from coming. If there's someone you missed, let us know - we'll do our best to help you contact them later!

Most of All...Have Fun - Networking Works!