

2026 Green Networking Night Prep Session

Key Preparation Tips for
Successful Networking



THE PATHWAYS CENTER

The Pathways Center provides resources and experiences to Emory College students and alumni to help them reach their full potential. The Center encompasses:

- **Career & Professional Development**
- **Experiential Learning**
- **National Scholarships and Fellowships**
- **Pre-Health Advising**
- **Undergraduate Research**

The Pathways Center serves as a national model for higher education in seamlessly preparing students for and connecting them to competitive internships, full-time employment, graduate and professional school, study abroad, and post-graduate fellowships.

The Center also serves as a single hub for recruiting Emory talent, attracting top employers in every industry locally, nationally, and globally.

18th Annual Green Networking Night

- Launched by CPD and OSI 18 years ago, in collaboration with campus partners
- Designed to connect students, Emory alumni, and campus partners across career fields
- Has helped many students build meaningful relationships and career opportunities



Emory Office of Sustainability Initiatives (OSI)

- The Emory Office of Sustainability Initiatives (OSI) guides the efforts to meet sustainability challenges across Emory University, Oxford College & Emory Healthcare.
- **Gold Sustainable Certified Event**
 - Help events align with Emory's ambitious goals of reducing waste, conserving water, and sourcing food sustainably.



Additional Notable Sponsors



GANGAROSA DEPARTMENT OF
ENVIRONMENTAL HEALTH (GDEH)
(NEW COLLABORATOR!)



DEPARTMENT OF ENVIRONMENTAL
SCIENCES (ENVS)



BUSINESS AND SOCIETY INSTITUTE

Objectives



Purpose of GNN



Purpose of networking
and building confidence



Tips on preparing for
GNN success



GNN directory and
other resources

Event Details

- Thursday, Feb. 12
- 6-8 pm
- Margaret H. Rollins Room in **Emory Rollins School** of Public Health
- Refreshments will be provided
- Alumni host committee
- 2-3 alumni speakers



What is Networking?

“Networking is the exchange of information and ideas among people with a common profession or special interest, usually in an informal social setting.” - (Investopedia)

“A professional network can offer you many things, but perhaps the most talked about is career growth.” - (Harvard Business Review)



Benefits of Networking

- Expand and strengthen your professional network
- Stay in the know about industry trends and opportunities
- Elevate your professional brand and get your name out there
- Gain priority access to jobs, internships, and projects
- Receive career advice, mentorship, and support
- Build confidence through meaningful professional conversations
- Get quick, reliable answers to career-related questions

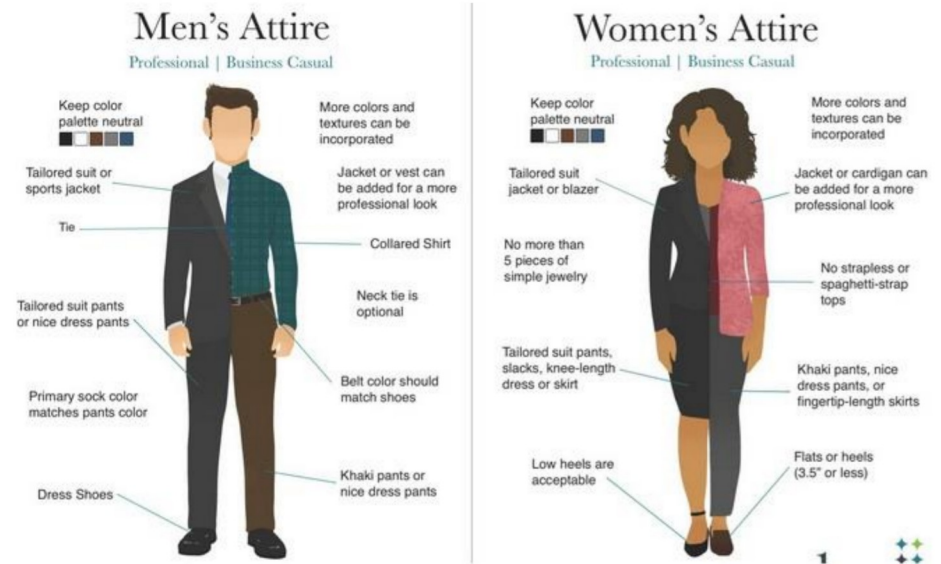
Before the GNN...

- Do your homework before the event
- Review the attendee directory for alumni and professionals
- Prioritize your target connections
- Research alumni and professionals you want to meet
- Set clear personal goals
 - Example: Make meaningful connections with two conservation professionals
- Update your LinkedIn profile and résumé
- Plan your professional/ business casual attire
- Bring business cards or use a digital card (e.g., Blinq)



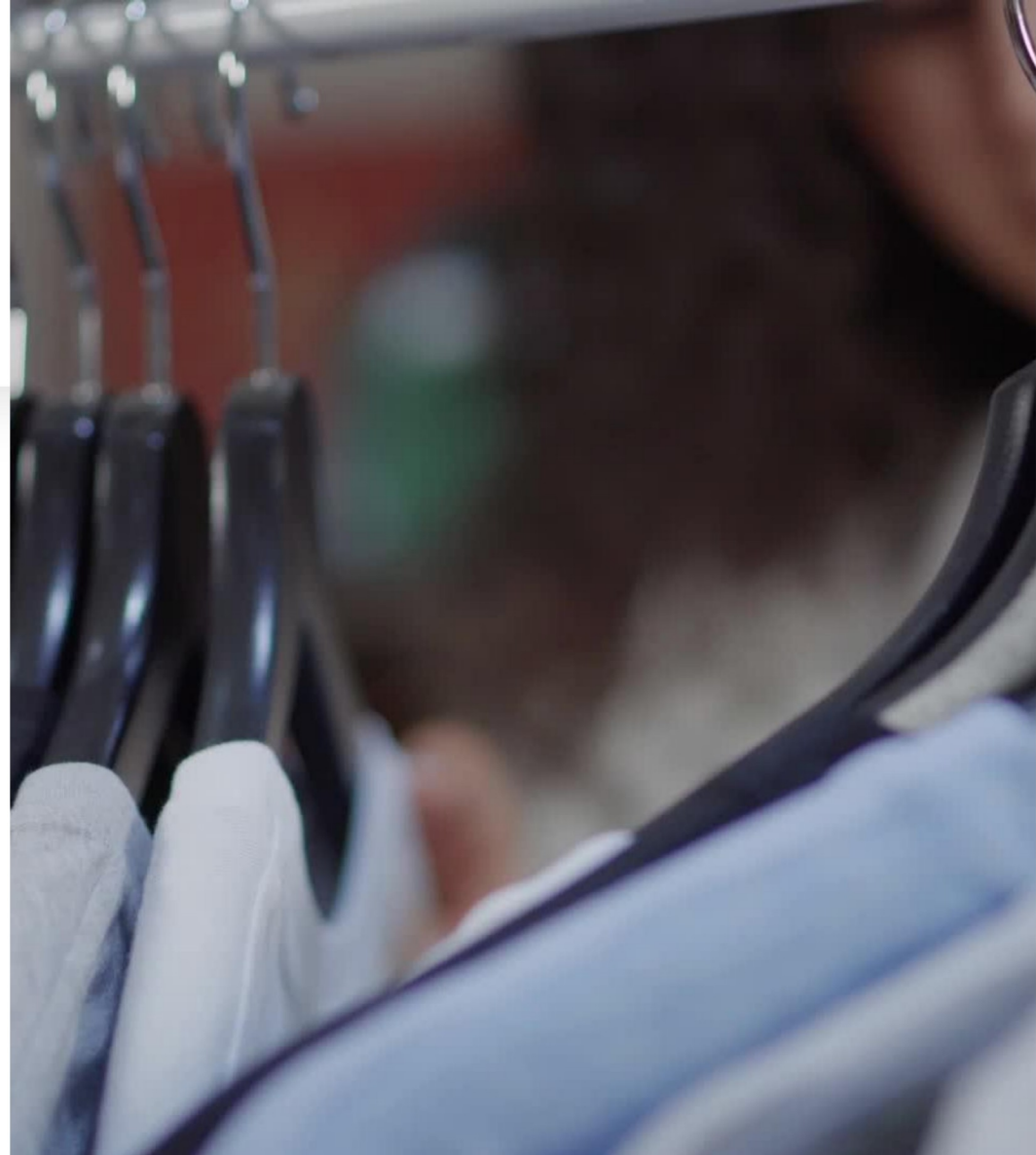
Attire for Event

- Dress confidently and professionally
- Choose smart casual or business casual attire
- Avoid the following:
 - Torn or ripped clothing
 - Flip-flops
 - Sportswear or athletic apparel
 - Excessive jewelry
 - Strong or excessive fragrance

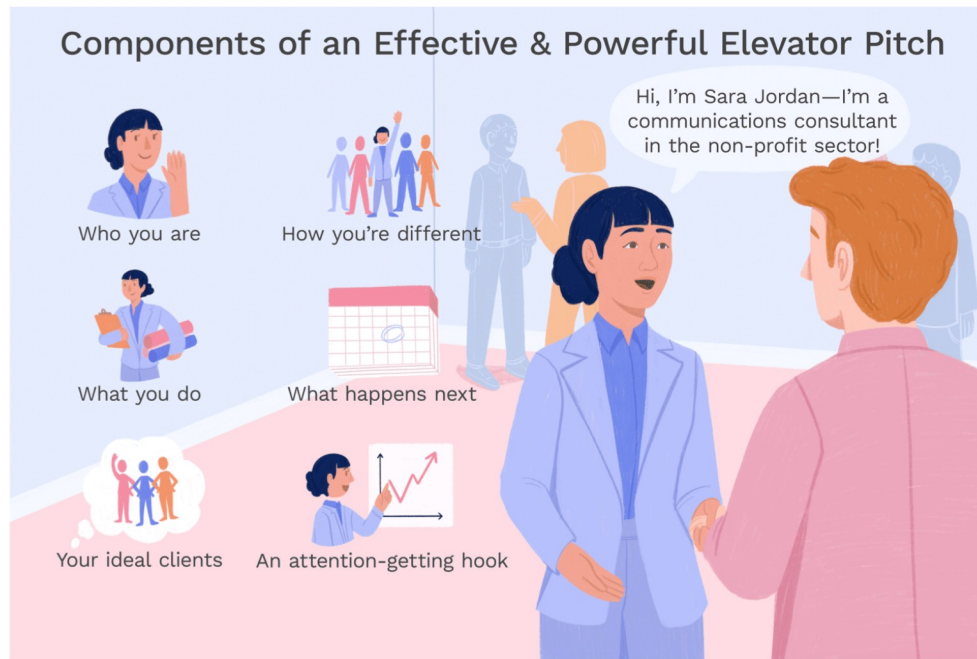


Pathways Center's Career Clothing Closet

- The Career Closet provides Emory students with clothing to help them look confident and prepared.
- **How It Works:**
 - Open to currently enrolled undergraduates
 - Complete a check-in/check-out form when borrowing items
 - Return items clean and in good condition by the due date
 - Walk-ins welcome during open hours (9 am to 5 pm)



Crafting Your Elevator Pitch



- An elevator pitch (or elevator speech) is a concise summary of your background, experience, and goals
- It's designed to be delivered in the time it takes for a short elevator ride
- Clear, confident, and engaging — not memorized or robotic
- Ideal length: **60–90 seconds**

Have Some Questions Prepared



Can you tell me about your experience at Emory?



What are some internships that you pursued?



What opportunities would you recommend?



What is it like working for your company?



How did you get involved in your field?



How did you expand your connections?



Ask yourself what you want to learn or know.

During the Event...

- Be yourself and stay authentic
- It's okay to grab food before you start networking
- Identify and locate your target contacts
- Introduce yourself with confidence
- Make eye contact and offer a firm handshake
- Be genuine and intentional in your conversations
- Use your elevator pitch (it's okay if it varies)
- You can also use a natural, impromptu introduction:
 - *"Hi, my name is Rey. I see that you work for the Environmental Defense Fund. Could you tell me more about your organization?"*





During Event...

- Take notes when possible
- Bring a small notebook or use your phone
 - Let the person know you like to take notes to follow up
- Secure the connection before ending the conversation
- Ask for or exchange business cards
- Confirm whether they're open to connecting on LinkedIn
- Avoid talking while chewing or eating
- Hold your drink in your left hand so your right hand is free to greet

Group Conversation



- Outside of the group
 - Try to find a gap in the group
 - Make eye contact with the speaker
 - Contribute if there's a pause
 - Avoid dominating the conversation
- Inside the group:
 - Help a peer in the group
 - Create space to allow room for others
 - Introduce yourself and a friend
- Pair with a friend if you can

Exiting a Conversation

- It's professional and acceptable to end a conversation politely
- Keep it natural, but be aware of when it's time to move on
- Exit with eye contact and a smile
- Example phrases you can use:
 - “There are many people here tonight, and I don't want to hold you back. I've enjoyed meeting you and look forward to following up soon.”
 - “It's been great speaking with you. I need to catch up with [Name] before she leaves. Thanks for the engaging conversation.”
 - “I've really enjoyed our conversation—thank you!”
 - “I have to excuse myself. It's been wonderful meeting you!”

Post-Event & Following Up

- Review your business cards and notes promptly after the event
- Follow up within 48 hours to stay top of mind
- Craft a brief, thoughtful message referencing key points from your conversation
- Consider requesting a future meeting (virtual or in-person) to continue the dialogue
- Keep your tone professional, genuine, and concise



Follow Up Email – Example

Subject: Great Connecting at Green Networking Night

Hi [Name],

It was such a pleasure speaking with you at Green Networking Night! I really enjoyed learning about [something specific you learned about them or their work], and it gave me a lot of insight into your experience in [industry/field].

I'd love the opportunity to continue our conversation over coffee. Do you have any availability this week or next? Here are a few times that work for me: [3 options], but I'm happy to adjust to your schedule if another time is better for you.

Thank you again for taking the time to chat. I really appreciate it and look forward to connecting soon!

Best regards,
[Your Name]

Networking Red Flags

- Not being authentic – don't play a role or persona
- Spreading yourself too thin – focus on meaningful connections, not quantity
- Closed or cold body language – avoid appearing unapproachable
- Interrupting or dominating the conversation
- Not listening or showing genuine interest
- Asking only closed-ended questions – use open-ended questions to encourage dialogue
- Talking while eating
- Avoiding eye contact or a frail handshake
- Overselling or underselling yourself



Additional Resources to Get Ready



- CPD Website – Make Connections Page <https://cpd.emory.edu/>
- VMock – Enhance your Resume and LinkedIn
- Green Networking Night Directory
- Pathways Center’s Clothing Closet
- Blinq app



Questions

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