How to Network

When You're Not Networking

Presented by Kathryn Saxer
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Who, What, Where, When, Why, How

• **Why** do you need to be thinking about networking when you’re not job searching?
  • Career lifecycle

• **Who** are you supposed to network with?
  • Luck management: The Rabbit Hutch
    • Yes! mindset
    • Jealousy
  • The Wall

• **What** are you supposed to say?
  • The Dreadfuls

• **How** do you reach out to someone you’ve never met?
• **When** is the right time to leave your current role?
Step #1
You get a new job

Step #2
You love your new job

Step #2x
Of course, you may hate your new job. That’s awesome, you’ve learned you never want to do that again.

Step #3:
You start getting tired of your job, for whatever reason

Step #4:
You start looking for a new job

The Why: Career Lifecycle
The Who: case study

Chris
October 2018

Sally
Date
Something you learned

Mike (Recruiter)
April 2019
Don’t want to do more compliance!

Chris
Date
Something you learned

Some other idea: Sustainability

Anne
Date
Something you learned

Scott
Date
Something you learned

Scott
Date
Something you learned

Tom
Date
Something you learned

Lynn
July 2019
Investment community: risk management around sustainability

And other idea

Joe
Date
Something you learned

Jeff
Date
Something you learned

Michelle
Date
Something you learned

Homer (Hiring manager)
September 2019
Climate change resiliency consulting

JOB OFFER
October 2019
Consulting firm

Peter
Date
Something you learned

Jennifer
Date
Something you learned

Megan
Date
Something you learned

Joe
Date
Something you learned
The What: “If it matters, you prepare.”

- **Dreadful #1: So tell me about yourself.**
  - Variations: So what’s new? What’s your story? What’s your deal? What have you been up to? What’s up?

- **Dreadful #2:**
  - Career Lifecycle Step 2: What kind of work do you do?
    - Variation: What are you working on? What’s your sweet spot? What’s your wheel house?
  - Career Lifecycle Step 3 and 4: What kind of work are you looking for?

- **Dreadful #4:** How can I help?
  - Answer 4a: What ideas do you have?
  - Answer 4b: Who do you know?

“Again, you can’t connect the dots looking forward; you can only connect them looking backward. So you have to trust that the dots will somehow connect in your future. You have to trust in something — your gut, destiny, life, karma, whatever. This approach has never let me down, and it has made all the difference in my life.” – Steve Jobs, Stanford commencement speech, 2005
Hello Kathryn,

Thank you very much indeed for having accepted my invitation to connect, it is a real pleasure having you in my network on LinkedIn. I am reaching out to you since our common connection xxxxxxxxxx recommended me to get in contact with you. I am a certified Coach with ICF, and a member of the ICF xxxxxxxxxx since I am currently based in xxxxxx. However I am exploring employment opportunities in the Talent and OD arena in the Greater Seattle area where I am relocating in xxxxxxxxx to be closer to my network of friends.

It’s evident from your profile on LinkedIn that you are a high caliber coach and consultant, and I would greatly appreciate the opportunity to talk with you for 30 minutes, to hear your insights on the job market in the Greater Seattle and get your perspective on where you think I may fit and to which organizations I should focus my efforts. I will be in Seattle from xxxxxxxxx, and I would love to meet you one of those days. Would you be available for a coffee?

Listed below is a brief overview of my background and you can also find more information on my LinkedIn profile here: Blah blah blah. I look forward to hearing back from you, in the meantime I wish you a wonderful weekend and thank you, in advance for your generosity of time and expertise.

Warmly,

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Recommended Reading

- *Why We Sleep: Unlocking the Power of Sleep and Dreams*, Matthew Walker (2018)
Questions?

Kathryn Saxer

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