

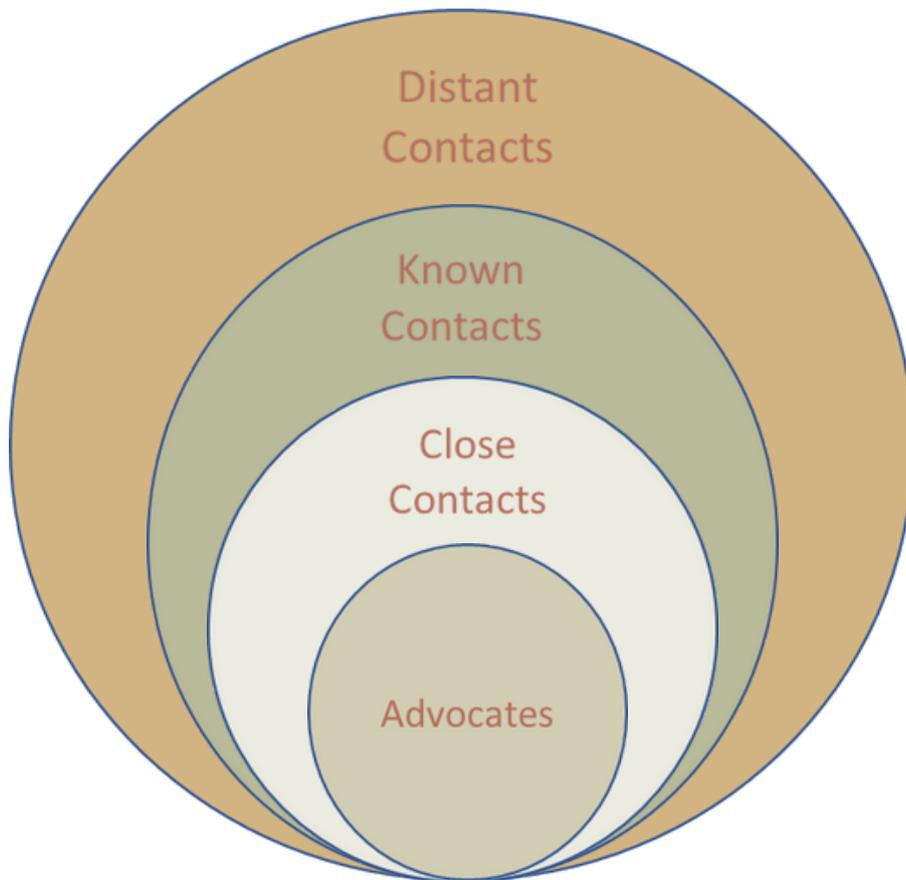
## Networking Strategies

Have you heard the saying “it’s not what you know, it’s who you know”? This is so true when job-hunting, or landing your first interview or furthering your career. Having a strong, extensive network is key to finding your first job, and then moving up the career ladder.

So - how DO you build a great network?

Start with who you already know. Sounds simple? That’s because it is! If you don’t know many people, your parents, friends’ parents, former teachers or lecturers will.

Try this simple exercise. Write down everyone you (or your parents) know in your extended circles.





Your **Advocates** are those people closest to you - your parents, partner, siblings, aunts, uncles, close family friends and of course, your own friends.

Your **Close Contacts** are people you would have over for dinner. Or who your parents would have over for dinner.

Your **Known Contacts** are people you might meet up with for coffee, but not for dinner.

Your **Distant Contacts** are just that - you might not have coffee with them but you know of them and *could* get in touch.

Let's add one more layer (or circle) for good measure - **Aspirational Contacts**. These are people or organisations you aspire to know. They might be partners in one of the big 4 accounting firms, or Chartered Accountants you've heard of and look up to.

Now, using your contact circles, create your "Top 100" list. Each week for 5 weeks, contact 20 people on your list and share with them your purpose for getting in touch. Or 10 people a week for 10 weeks. You might craft an email to send them, that says something like "I am finishing my degree in two months and actively seeking a great job. Do you know of any relevant roles OR do you have any contacts who might be able to help me".

### My Top 100

1. _____	1. _____	1. _____	1. _____	1. _____
2. _____	2. _____	2. _____	2. _____	2. _____
3. _____	3. _____	3. _____	3. _____	3. _____
4. _____	4. _____	4. _____	4. _____	4. _____
5. _____	5. _____	5. _____	5. _____	5. _____
6. _____	6. _____	6. _____	6. _____	6. _____
7. _____	7. _____	7. _____	7. _____	7. _____
8. _____	8. _____	8. _____	8. _____	8. _____
9. _____	9. _____	9. _____	9. _____	9. _____
10. _____	10. _____	10. _____	10. _____	10. _____
11. _____	11. _____	11. _____	11. _____	11. _____
12. _____	12. _____	12. _____	12. _____	12. _____
13. _____	13. _____	13. _____	13. _____	13. _____
14. _____	14. _____	14. _____	14. _____	14. _____
15. _____	15. _____	15. _____	15. _____	15. _____
16. _____	16. _____	16. _____	16. _____	16. _____
17. _____	17. _____	17. _____	17. _____	17. _____
18. _____	18. _____	18. _____	18. _____	18. _____
19. _____	19. _____	19. _____	19. _____	19. _____
20. _____	20. _____	20. _____	20. _____	20. _____



## Other Networking Strategies

From about Year 11 or 12 at school, join extra-curricular clubs and activities and do volunteer work - not only does this extend your network, it gives you more experience and activities to add to your CV. It also shows your future employer that you are a well-rounded, experienced person (even if you've never had a paid job before).

Become involved with CA ANZ by attending any events they put on for school or for university students. Join the CA ANZ student membership to be the first to know about their epic networking events and competitions, plus exclusive monthly newsletters tailored to fuel your career dreams.

Join University clubs such as Beta Alpha Psi. Attend their events, chat to the presenters later.

Create a LinkedIn profile. Many recruiters and potential employers use LinkedIn to search for appropriate candidates and/or advertise their roles.

Go to Career days, make yourself known to the people on the stands, ask for their business cards, and make contact with them later.

Make sure you know when companies such as the big 4 are having their graduate intake days and **be there**.

### *Top Tip*

- *Pay close attention to your presence on social media. Make sure your posts portray the professional person you aspire to be. Future employers won't be impressed with drunken, silly posts.*

