

# Networking Tips



## Why network?

**Because you are only one connection away from changing your career trajectory.**

Many IT professionals may not consider networking as one of their favorite pastimes, whether it's chatting with other IT professionals or socially mingling with their bosses and other IT executives.

Yet, networking is a skill in which every IT leader should be proficient. Networking is a wide open door of

opportunity for you to build peer-to-peer relationships and experience informal mentoring, both of whose benefits will have a lasting effect on you personally and on your career.

Through networking, you display your personal brand and are an ambassador for your organization. In today's challenging talent environment, you have the chance to share the great things that you and your organization are doing in world of technology.

So make a point of reaching out to three or four new people, and learn from their experiences, and share your story with them.

## Networking will enable you to...

- ✓ Expand your professional contacts
- ✓ Grow and market your personal leadership brand
- ✓ Build deeper relationships with colleagues and executives
- ✓ Stay current in the ever-changing world of technology
- ✓ Discover new perspectives and ways of thinking
- ✓ Learn about different industries, companies, and cultures
- ✓ Share your experiences and knowledge with others
- ✓ Increase your creativity, influence, and self-confidence
- ✓ Exchange ideas and solutions on common issues
- ✓ Make new friends who will encourage, support, and inspire you!

## Questions to Ask...

- What projects/challenges are you currently working on?
- What do you find helps motivate you and your team?
- Where do you see yourself in three years? How about five? Or ten?
- What leadership advice would you have given to your future self?
- What most excites (or concerns) you about your organization's future?
- What do you enjoy doing outside of work?
- What first got you interested in your line of work?
- How do you define a successful day of work? Or a successful career?

## Check out these networking resources!

[The Importance of Networking \(and How to Do It Well\)](#)

[10 Reasons Why Networking Is Essential For Your Career](#)

[The Importance of Career Networking](#)