

## Welcome to the UTHSC Women's Resource Group Meet & Greet

*Career Rocketeer states that relationships and networking at work is essential for a successful career.*

Reasons for deliberately developing relationships with your co-workers:

1. **Information is vital.** The primary commodity that is traded in a relationship is information. At work, the more information you have the better you can do your job, navigate the political waters and avoid a career-ending act. Call it training, gossip or insights; you need ongoing and vast amounts of information to do well in your career.
2. **We are social creatures.** Even the most introverted or shy person out there needs to connect with others at some level. It helps you belong and comfortably contribute as part of the cultural fabric you are in. We all play a role and work like cogs in a machine. You need to know the other cogs, what they do and how your work relates. Relationships help validate us as people.
3. **Ease of accomplishment.** When you have work-peer relationships and are in need of gaining support for the work you're assigned or an idea you have, you will get more mileage with your efforts. You won't have to work to gain trust and most likely you will have some philosophical beliefs or values in common. You may also use your peers as sounding boards for your projects and incorporate their ideas, making them personally invested in your success because you used their ideas.
4. **Future management ranks.** Sooner or later one of your peers will ascend to a higher level. When that happens, you've got a built-in relationship with management. It can seriously help you to see management more rationally and without some of the intimidation that sometimes occurs. When you have a relationship with a higher up, it can become a mentoring relationship if you both want it to. Having a relationship with someone at this level also helps you to better understand that role, its demands and either aid with responding well to them or learn what it takes to join them. As you move up the ranks in management, your role is less about how to execute your expertise than it is to influence others.
5. **Creates opportunity.** It doesn't matter if you are looking for a new job or looking to get promoted, who you know makes a difference to the

opportunities that come our way. We all know about 200 people inside and outside the workplace. That in itself is a ton of connectivity; but you also have to consider that you never know who is cooking up some great opportunity for which you are perfect. When you have relationships with your co-workers, they know, like, and trust you, which makes you well positioned when something juicy comes along. It should be pointed out that as you get closer to the executive ranks this is how “job search” (if you want to call it that) takes place. You won’t see those positions posted. Again, it’s not what you know it’s who you know that will help create opportunities.

6. **Help during trouble.** It helps to have someone to whom you can vent and trust that it won’t get broadcast. When going through a troubled time, it can be good to have someone with whom you can share your issues. Depending on your relationship, you can seek them out for advice or ideas that perhaps you’re too stressed to think of yourself.

**Career Rocketeer** was founded in 2009 as the official portal for all go-getters, self-starters and challengers of the status quo who recognize the need to refuel on their flight to job search success and career fulfillment.

*The following is an excerpt from Brian Hilliard's Networking Like a Pro!*  
What are some examples of the "right" questions you ask? Let's take a look at a few of his favorites.

**So where else do you normally network?**

**So what do you like best about what you do?**

**Oh, I see. So what got you started in that direction?**

*Guest blogger Madeline Bell, president and CEO of The Children’s Hospital of Philadelphia (CHOP)*

***Madeline Bell, Heels of Success***, a career mentorship blog that offers guidance to ambitious women about how to elevate themselves in the workplace, balance the demands of work and family, and pursue their ideal careers.

An approach to successful networking:

1. **Be intentional.** Networking should always be done with an intention, and not just to collect business cards and be seen. Approach networking as you approach your work: Set a goal for yourself and find a networking opportunity that meets that goal. In the situation I’ve mentioned, it was as simple as, “I want to learn more about corporate boards.”
2. **Have an icebreaker.** It can be tough to walk up to a stranger and start conversation, no matter how confident you are. But having a line ready to go in order to generate conversation is crucial. I have found much success with a simple, “What brings you here to this event?” It works every time—it goes straight to the point and builds on your first common interest: that fact that you’re both there for a reason!
3. **Be open about your career goals.** Had I not felt comfortable in speaking about my intention in attending the corporate networking event, it’s likely I never would have built upon my network of women leaders. Oftentimes, we don’t want to come off as pushy or disingenuous, so we tiptoe around our goals in networking. But I encourage you to speak up about your goals.
4. **Follow up.** If you have a great conversation with someone at a networking event and exchange contact information, send him or her a note and remark on your interaction. Mention something specific you enjoyed about speaking with the person. If you offered to connect him or her with someone else, follow through. Networking isn’t over when you walk out of the event!

### **First Impressions Activity**

Using the list of characteristics, select three that best describe you. Write them in the space below.

- 1.
- 2.
- 3.