



Networking



Eastman Resource Group
tapping into our community of troops and veterans



What is Networking?

The action or process of interacting with others to exchange information and develop professional or social contacts



Networking Purpose

- Career development
- Building relationships
- Access to job opportunities
- Build confidence
- Gathering information

A close-up, slightly blurred photograph of the American flag, showing the stars and stripes in detail. The flag is draped and appears to be moving, with the colors of the stars and stripes clearly visible against a dark background.

Types of Networking

Informal:

- Classes/Organizations
- Community events
- Social media
- Recreation sports

Formal:

- Networking events
- Meet and Greets



How to Network for Eastman

- EVETS:
 - You can contact us at evets@eastman.com to learn more about networking opportunities in the local area



What is a Meet and Greet?

A 30-minute conversation that you initiate conversation with an individual to gather information, not to ask for a job.



Meet and Greet Preparation

- Know your objective
 - 1) Why are you meeting with the individual?
- Be prepared
 - 1) Do the research
 - 2) Identify how both your interests relate
 - 3) Develop a list of questions to ask to get to know them



During the Meet and Greet

- Bring your resume but don't be eager to hand it over
- Dress appropriately
- This will be a two-way conversation
- Be prepared to answer questions about yourself



Who Are You?

During the meet and greet, professionally give the individual a “30 second commercial” during contact.

- Who you are
- Current occupation
- Relevant background information
- Career interest and the purpose of the meet and greet



The Follow Up

Within 48 hours after the meet and greet, send the individual a thank you letter via email.

It's a good idea to include a reference to something discussed in the meet and greet during your thank you email



**Eastman Thanks *YOU*
for Your Service!**



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