

EY Center for Careers in Accounting and Information Systems

Networking | Building Relationships

What is Networking?

- Networking is a **relationship building** process which is mutually beneficial (both parties should benefit from the interactions)
- Networking is about seeking **information, advice and connections** (referrals)
- Networking is a **research** process - learning about the profession, firms/companies/organizations, industries, career paths, requisite skills, recruiting/interview process, other career-related information
- Networking is not job search = networking is not asking to be hired or provided job leads

What Networking Opportunities Do You Have?

- Meet the Firms
- Firm Office Hours at the EY Center for Careers
- Club Meetings and Events
- Firm Tours
- Firm Social Events & Activities
- Coffee Chats
- Phone Conversations
- LinkedIn (find professionals, especially CSUN alumni, with whom to network)

What is the Appropriate Networking Etiquette?

- Always **be considerate** of a professional's time and interest
- **Be flexible** with your request and your availability
- Do not expect anything
- Do not take a lack of response as a personal rejection - know that **professionals are very BUSY!**
- **Ask no more than twice** - wait at least one week between requests
- Do not push or insist that a professional speak, email or meet with you
- Do not try to make a professional feel guilty for not responding to you or meeting with you
- Express your sincere appreciation for their time, interest and effort
- Focus on developing a professional relationship based on your genuine interest in the firm, learning about the firm and how it matches your interests and goals, learning about the professional, and conveying how you can be of benefit to the firm