



**Tradewind Solutions** LLC

*Executive Search*

## **Highly Effective Habits of Successful Networkers**

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- Successful networkers take time to personally connect with each of their colleagues through real time conversations and face to face meetings. They recognize that e-mail only is an ineffective way to network, hindering the ability to make lasting connections that can be sustained both during a job search and afterwards.
- Successful networkers realize that quality is more important than quantity. They strive to develop high quality relationships that extend beyond pleasantries and beyond LinkedIn, Facebook and Twitter. They know the importance of picking up the phone and meeting contacts. They take the time to learn more about their contacts than merely what is on their social networking profiles.
- Successful networkers understand that it is a waste of time to send out resumes without a specific purpose. Randomly distributing resumes usually means that they will not be seen by the right people. When the time is right it is perfectly appropriate to ask someone to share your resume with others. Successful networkers know how to take their relationships to a level where their contacts ask for their resume.
- Successful networkers go to networking events with a specific goal. They only collect business cards from people after having a meaningful conversation. They listen attentively and learn about the person looking for opportunities of mutual interest. They give their business card first and then ask for one in return. They follow up through emails, phone calls and face-to-face meetings.
- Successful networkers are comfortable letting people know that they are in a job search. They understand that complaining about their progress or the process does not support their job search efforts. Maintaining a positive attitude engenders people's support and willingness to help.
- Successful networkers constantly try to develop more meaningful relationships that extend beyond just social networking. They always remember and practice the golden rule of networking: **"It is better to give than to receive."**

*Tradewind Solutions partners with clients in identifying staffing solutions to meet their long-term and short-term needs. More than 100 clients across a broad array of industries in the Denver Metro area have utilized the services of Tradewind Solutions, LLC. If you have any questions or comments or for more information about how Tradewind Solutions, LLC can help meet your specific full time or contract hiring needs, please contact us at 303-955-3050 or [info@tradewindsolutions.com](mailto:info@tradewindsolutions.com).*