**HOW TO NETWORK STRATEGICALLY**

***ACTION STEPS:***

* Network with recruiters and individuals — especially people who like to be connectors —who can help you toward your goals through LinkedIn and networking events.
* Don’t ask for an informational interview or even for help finding a job. Instead, buy them lunch or coffee and ask only for AIR (Advice, Insights and Recommendations).
* Thank everyone who helps and let them know the outcome of their help.