**RESOURCES FOR NETWORKING**

- Principles of Networking Naturally
- How to Network the Right Way: Eight Tips:
- How to Answer the Question, “What do you want to do?”:

**WEBINARS**

**Networking in the 21st Century: Why Your Network Sucks and What To Do About It**
[http://alumni.northwestern.edu/networkingwebinar](http://alumni.northwestern.edu/networkingwebinar)

No matter what your goals are, who you know is as important as what you know. In the 21st century, networking is a combination of sales, marketing, relationship-building, and career management. It’s the difference between those who get by and those who are getting ahead!

Too many people equate networking with rooms full of desperate job seekers handing out business cards and uncomfortable conversations with complete strangers. It doesn’t have to be that at all!

Join David J.P. Fisher (WCAS ’98), author of *Networking in the 21st Century: Why Your Network Sucks and What To Do About It*, as he shows how networking and strong professional relationships are the new way to job security.

**How to Network When You Don’t Know What You Want To Do**
[http://alumni.northwestern.edu/howtonetworkwebinar](http://alumni.northwestern.edu/howtonetworkwebinar)

In this webinar, Anna Graham Hunter, Career Happiness Coach, will share how to make the transition to a career you love even when you’re not sure what you want to do next. Anna will explain her step-by-step process for having conversations that will allow you to: clarify what drives and motivates you at work; explore a wide variety trends, companies, and kinds of work; and build a network of champions committed to your success – allies who will give you the inside track to your dream job before it is even posted.