

How to Build a Strategic Network

1. Establish your Career Goal for the next 3-5 years

- Identify who you need to know to help you reach your goal.

2. Understand your value proposition

- Recognize how you contribute to positive outcomes. This will build your credibility, authenticity and help you gain recognition.

3. Build mutually beneficial relationships

- Learn what other people do, what they are working on, and what challenges they are facing. Identify if there is an opportunity for you to guide them based on your value proposition, connections and/or experience.

4. Seek out allies and mentors

- Develop a strong network that will support, guide and advocate for you.

5. Nurture relationships and take action

- Spend time nurturing your relationships. Be deliberate about connecting with each person and follow through any commitments.

6. Be authentic

- Always be true to who you are, your core beliefs and personality, and treat others with respect.

