

Networking_Final

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SPEAKERS

Student 1, T.J. Johnson Key, Zarai Aquino, Abby Kucbel, Joe Flinner, Janet Maltbie

Janet Maltbie 00:00

What is networking?

Student 1 00:02

Like on a computer? Is that what you mean?

Janet Maltbie 00:04

When you try to look for a job?

Student 1 00:07

Okay, I guess I would think networking is just like going online and doing stuff like that.

Janet Maltbie 00:15

From the campus of Lorain County Community College, this is the Career Conversations podcast on LCCC radio.com. The boom, I'm Janet maltbie. Today in our podcast will focus on three compelling reasons why you need to network, why it's so important and how you can get started. You'll be hearing from our career experts, as well as students who can help you land that next job, find an internship, or advance your career once you graduate.

Abby Kucbel 00:45

I didn't really know what I wanted to do with my life. I felt very confused, very lost. I went to a large networking group, and I just wasn't prepared and I felt uncomfortable going up to people. When I was going up to people I was stumbling with my words.

Janet Maltbie 00:59

That's Abby Kucbel. She works with career services at Lorain County Community College as a career specialist and has years of experience helping people with resume writing mock interviews, and of course, landing their first job. She's a pro at networking now. But it wasn't always that way. For many

people, networking can feel awkward and unnatural. But she says it's really about getting to know other people. And it's super helpful in landing that first job or internship,

Abby Kucbel 01:28

Networking is all about building relationships and people connecting with people. It's really a natural process that we all do in our personal and professional lives without maybe even realizing it.

Janet Maltbie 01:38

That's what happened to TJ Johnson Key. She's a single mom and a Lorain County Community College grad who currently works for a law firm. How did she get that job?

T.J. Johnson Key 01:47

I became friends with one of the partners. I left my job at that time in 2008. course obviously, I was no longer in contact with the attorney at the time. But that attorney contacted me in 2010. He tracked me down I didn't even know who he was when he called I answered the phone like who is this? He's like, you want to come work for me. I work at such a such a law firm now. Okay.

Janet Maltbie 02:11

So why is networking so effective? Abby Kucbel says, employers take a big chance, hiring someone they don't know,

Abby Kucbel 02:19

It's really about knowing what people's backgrounds are, and having somebody vouch for them, essentially, and can say that, you know, this person is a good worker, this person has the qualifications you need, you know, it's really having that verification or that recommendation from a second party instead of just having, you know, somebody that doesn't know you at all.

Janet Maltbie 02:39

So compelling reason number one to network is because it's really effective. 80 to 90% of all jobs are found through networking. So if that's true, how should you spend your time, Abby says, Go out of your way to meet people join clubs or groups on campus,

Abby Kucbel 02:57

I would go out and make connections with people, you know, really build relationships with people in your fields that you are trying to pursue. You want to make a good impression on those people because those are the people that are going to recommend you for those jobs later down the road.

Janet Maltbie 03:11

And if you're a college student, what are some practical ways that you can network on campus?

Abby Kucbel 03:16

There's a ton of great opportunities to network on campus. You can join a club, you can join a committee, we have our Career Transitions group networking group here on campus as well.

Janet Maltbie 03:26

One person who did just that was the right Aquino. She is a Lorain County Community College student, and eventually became the student senate president

Zarai Aquino 03:35

After my homework would be done. After my work was done. I would attend events on campus and whoever was the host, I would walk up to them and ask them questions about the event and who they were. And one of those events I'm believed was the President's forum. And when I walked up to the team that was at the front, I'm like, what, who are you? And how did you get this all together?

Janet Maltbie 04:00

Afterwards, Zarai continued her involvement with the group by going to general meetings and events. Eventually, she was asked by the outgoing president to apply to the Senate.

Zarai Aquino 04:09

He said, you know, you've been really interested in the work that we do. And you've been participating in events and our meetings, would this be of interest to you, and he saw potential and he went in, he grabbed all of the documents that I needed to run for student senate. And he kind of just like helped me get my foot in the door.

Janet Maltbie 04:36

So getting involved in campus activities, asking questions, and being curious is a great way to network. And it doesn't have to feel awkward. Another way is to talk to your professors, because oftentimes, they have a lot of experience in the field and can be a source for recommendations.

Abby Kucbel 04:53

You could just go up to your professor and talk to them about you know, how did you get in this field? You know, what were your qualification? Sir, what was your steps that you took to get in this field? What kind of educational degrees did you get? What kind of certifications did you need to be successful in your career? Your professors are great ones, because those can be recommendations for you, you know, in your job search, because they can speak to, you know, how you've been doing in their classes, and you've built a relationship with your professors.

Janet Maltbie 05:19

So that's compelling reason number one, what's compelling reason number two,

Abby Kucbel 05:23

Compelling reason number two is that it helps you get to know successful people in your field of work, who can offer valuable advice and help in finding a job.

Joe Flinner 05:33

I've been in this industry for 25 years, and I'm very excited to help people get started. And I think really, a lot of people feel that same way.

Janet Maltbie 05:42

Joe Flinner is the lead financial advisor for landing point Financial Group on the west side of Cleveland, Ohio. He says he loves helping people. But you have to be curious and prepared.

Joe Flinner 05:53

I would just tell a young person right now when they're in college or getting out of college, even in high school is so important to get to know people. And then be just super curious about everything. And the more curious you are, and the more you ask questions, the more that you're going to learn, I noticed a lot of people right now when you get to meet them that they don't ask you a lot of questions. And I think it's just important to maybe come in with some pre loaded questions, practice the art of question asking and curiosity,

Abby Kucbel 06:27

Professionals really do have a lot of experience under their belt, so they can offer you a lot of advice that you have no idea about yet, you know, they've been there, they've done that they know how to get there, and they can help you get to where you want to go.

Janet Maltbie 06:41

So that's compelling. Reason number two, what's compelling reason number three,

Abby Kucbel 06:46

Compelling reason number three, be networking really helps you be aware of what your capabilities and deficiency are. And what I mean by that is it really helps you determine, you know, what are some skills that you might not have now that you need to have to be successful in that fields? Also, what are your strengths? You know, a lot of people don't you know, when I asked students what are their top strengths if they stumble with that question.

Janet Maltbie 07:10

One way is Zarai Aquino found out about her strengths was by working and getting to know people at career services at Lorain County Community College

Zarai Aquino 07:18

Their, my plan assessments and their connections with the Myers Brigg assessments. That was the key for me to be more self aware and getting to know myself, and what my personalities like what strengths and weaknesses I have, and what skills branch out from that. And that was the key. And I would not have found that out if it wasn't because of career services providing that service.

Janet Maltbie 07:48

TJ Johnson also found that knowing yourself was key in building the self confidence you need in networking.

T.J. Johnson Key 07:55

You can network all day long. But you also need to know, you need to know you. Self esteem is one of the biggest factors. If you just take the time and be honest with yourself, you can build it and self esteem and self confidence are hand in hand.

Janet Maltbie 08:10

Abby Kucbel would concur. But for networking to work, it can't be just a one way street. Because it's not just what you can get from someone else

Abby Kucbel 08:19

It` has to be two sided. And there's actually networking groups in the community where you actually have to rehearse the other person's information. They don't want you just being there for yourself and just getting information for yourself. They want you to be able to also help other people, then you don't feel like a salesperson, right? Because you are helping somebody else at the same time.

Janet Maltbie 08:40

So what are the three compelling reasons to network number 180 to 90% of jobs are found through networking. And number two, you get to learn from people in the field who can offer you great advice on how to land that next job or internship. And number three compelling reason you get to learn about your strengths and where you need to improve. So start networking today. If you'd like more information on how to network can land that next job, start an internship or advance your career. Go to lorainccc.edu/career services or by calling 440-366-4076 The number again is 440-366-4076. This program has been brought to you by enrollment, financial and Career Services of Lorain County Community College and by the Ohio Department of Higher Education Ohio Means internships and co ops grant. Music provided by Danosongs. Production assistance provided by LCCC radio.com The boom and their staff Dee Gross, Matt Melvin and Tim Bradley. You've been listening to the career conversations podcast on LCCC radio.com The boom. I'm Janet maltbie. Thanks for listening