



# Making your network work

You may not be the outgoing type, but getting yourself out and about will pay dividends career-wise. Thanks to Page Personnel for this article

**I**f you've finally finished your exams you are probably starting to think about what's next: it's important to ensure that you're making the most of every opportunity. At Page Personnel Finance we often find that job-seekers can benefit from making better use of their existing contacts.

Here are a few simple tips on how to network effectively:

- Don't be afraid to ask. Many people shy

away from networking because they feel awkward about asking for favours. In fact, in most cases, your existing contacts, family, colleagues, ex-colleagues, alumni, lecturers, etc, will be happy to help.

- "You scratch my back..." Try thinking about what you can do to help others. Most people are more willing to do you a good turn when they know it will be reciprocated. Pass on information on jobs where you think it will be


relevant and be prepared to offer something in return for favours; whether it's sharing advice or information or even just buying someone a few pints!

- Keep in touch. Follow up with your contacts regularly. Keep them updated on your skills and experience and the sorts of roles you're looking for. With social media sites like Facebook and LinkedIn this couldn't be simpler.

- Build your network. Think about the opportunities you have to meet people who may be able to help you. Secondments, shadowing and voluntary work are all good ways of making new contacts.

- Give credit where it's due. When applying for a position that you heard about through one of your contacts make sure you mention their name. It automatically adds more credibility to your application.

- Trust the experts. Remember, your local Page Personnel Finance team is part of your network too, and with a national network of specialist Part-Qualified recruiters it's well worth giving us a call.

Visit the Page Personnel website at [www.pagepersonnel.co.uk](http://www.pagepersonnel.co.uk) for more information on careers, salaries and job opportunities, or to contact your local Page Personnel Finance team. 

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