

MODULE 5

Networks & Community

Who you know is as important as what you know.



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Your Networking Guide

What You'll Learn in This Room

- Rooms 1 & 2 taught you who you are, how you communicate, how to plan your time, and how to Find Your Voice.
- Now we're going to focus on: who is around you, and how do you build that community intentionally?
- Networking isn't a skill reserved for adults in suits — it begins with family, grows through friendship and community, and eventually extends to employers and career partners



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By the End of Room 3, You Can:

- Identify at least three people in your existing network and understand the role each plays
- Recognize that a network is built intentionally — through action, follow-through, and genuine relationship
- Understand that networking looks different at each level: personal, community, and daily life
- Connect your Flock™ style to your natural networking style — and see where it may need adjustment
- Leave Room 3 with at least one new connection you made or plan to make



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Relationships Are Career Assets

Reliability

Showing up when you said you would, doing what you said you would do

Follow-through

Closing the loop — letting people know what happened

Gratitude

Acknowledging what others have contributed to your path

Reciprocity

Relationships move both ways; find ways to give, not just receive



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What Is a Network?

- A network is the group of people who know you, believe in you, and are willing to help you
- It's not a list of contacts — it's a set of active relationships
- A network grows through reciprocity — you get out what you put in
- It includes people from every area of your life: family, community, faith, work, neighbors, and mentors
- Building a network is a skill anyone can learn — even if you're shy or introverted



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How This Room Builds

Entry — Reflective

The Network Map makes existing relationships visible and discussable

Developing — Action

Identify, research, and reach out to a real community organization

Advanced — Observation

Map the people already in your daily path as potential connections



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How Networking Works

We're going to take a break for a bit and talk through networking via the show.



Invisible Queen

Your Networking Guide

Building a Relationship: 6 Steps

- 1 Identify someone you admire, respect, or want to learn from
- 2 Make a genuine, low-pressure point of contact — introduce yourself, attend an event, send a note
- 3 Build a relationship on things you have in common
- 4 Follow through on any commitment you make — this is what separates people who network from people who just meet people
- 5 Stay in touch — not constantly, but consistently. A once-in-a-while check-in is networking
- 6 When the time comes, ask — specifically and clearly



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Using Your Network in the Job Find

Ask for a referral or introduction without feeling awkward



Use your Pop By Plan employers as active job search targets



Follow up after an informational conversation



Use a network contact to learn about a job opening before it's posted



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Before You Go Further...

“

“If you needed help finding a job tomorrow — right now — who on your network would you call first? Why them?”

”



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The Most Overlooked Network: Non-Profits

- Volunteer opportunities that build real experience and skills
- Connections to other community partners, organizations, and employers
- Mentors and professionals who genuinely want to support people who show up
- A chance to practice professional communication in a low-stakes environment



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Volunteer Work Is a Career-Building Strategy

- Not just a resume line — a low-stakes environment to practice time management, conflict navigation, and professional relationship-building

“

The volunteer supervisor who sees a participant show up consistently, handle a difficult situation gracefully, and follow through is their future reference letter, or possible employer.

”



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END OF POWERPOINT

Find Your Community

Upcoming Activity— research a real organization, then make contact.



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