



NU RaMP Northwestern University Radiology Mentorship Program
“CV and Networking Tips” May 9, 2022 12-1pm

Networking tips - Lecture by Dr Gopi Astik MD MS

Watch the lecture [here](#)

Reasons why networking is essential for your career

- Exchange ideas
- Makes you noticeable
- Avenue for new opportunities
- Reassessing your qualification
- Improves your creative intellect
- An extra resource library
- Support from high profile individuals
- Growth in status
- Self-confidence
- Long-lasting relationships

Networking helps you get

- Referees/recommendation letters for promotions
- Mentors and sponsors
- Project assistance

How do I start networking?

- Local meetings and conferences
- Medical school/residency contacts
- Professional societies
- National Conferences
- Social media

Networking at conferences

Have a “bit”; have your elevator pitch ready when you need to introduce yourself

- Lead with the problem
- Signal preparedness rather than passion
- Show receptivity along with confidence
- Be curious about others--Ask question
- Have business cards or your own QR code handy to share contact information

If you can't touch base with that person during the conference, send a follow-up email saying you liked their talk but were hoping to discuss x,y,z if they are interested

Look at conference schedules/agendas beforehand and plan out who you want to meet.

Networking for introverts:

Focus on learning

Identify common interests

- Prepare a repertoire of questions – but maintain a curious mindset
- Choose conversation partners wisely
- Focus on relationships, not business cards
- Know when to move on
- Try to reach out to 3 people per (day/week/month)

Remember what your goal is – what will networking do for you, your career?

Plan, plan, plan (who, what, why)

Follow up with people you meet

See [WorkLife with Adam Grant: A TED original podcast | Podcasts | TED](#) recommended by our speakers