

VU NETWORKING NIGHT

MAXIMIZE YOUR EXPERIENCE

BEFORE YOU GO



Keep your recent projects & accomplishments top of mind



Be open to alumni in different industries. You never know who / what they know and how you can also be a great connector



Plan to be prompt so you have time to make quality connections

AT THE EVENT

MINGLE MINDFULLY

Focus on making a handful of strong, genuine connections - not making it rain with your business cards. Approach and exit thoughtfully.

BE FASCINATED BEFORE BEING FASCINATING

People want to help others and do business with those they like and trust. Build a genuine rapport by asking insightful questions - whether about industry, your shared Vanderbilt experience, really anything - and listen intently.

NEXT STEPS

Follow-up with new connections via a personalized email, LinkedIn, VUconnect, or -- even better -- a hand-written note!

Copy in the friend you mentioned, link to that article you referenced, or request a time for coffee. Continue to make good on your promises and connect in a thoughtful, periodic way.

READY FOR MORE?

Keep your email and address updated on [VUconnect.com](https://vuconnect.com) for invites to **Chapter events** in your city -- every event is a great opportunity to make connections. And check out [VUconnect.com/career](https://vuconnect.com/career) for 24-7 resources to advance your career.