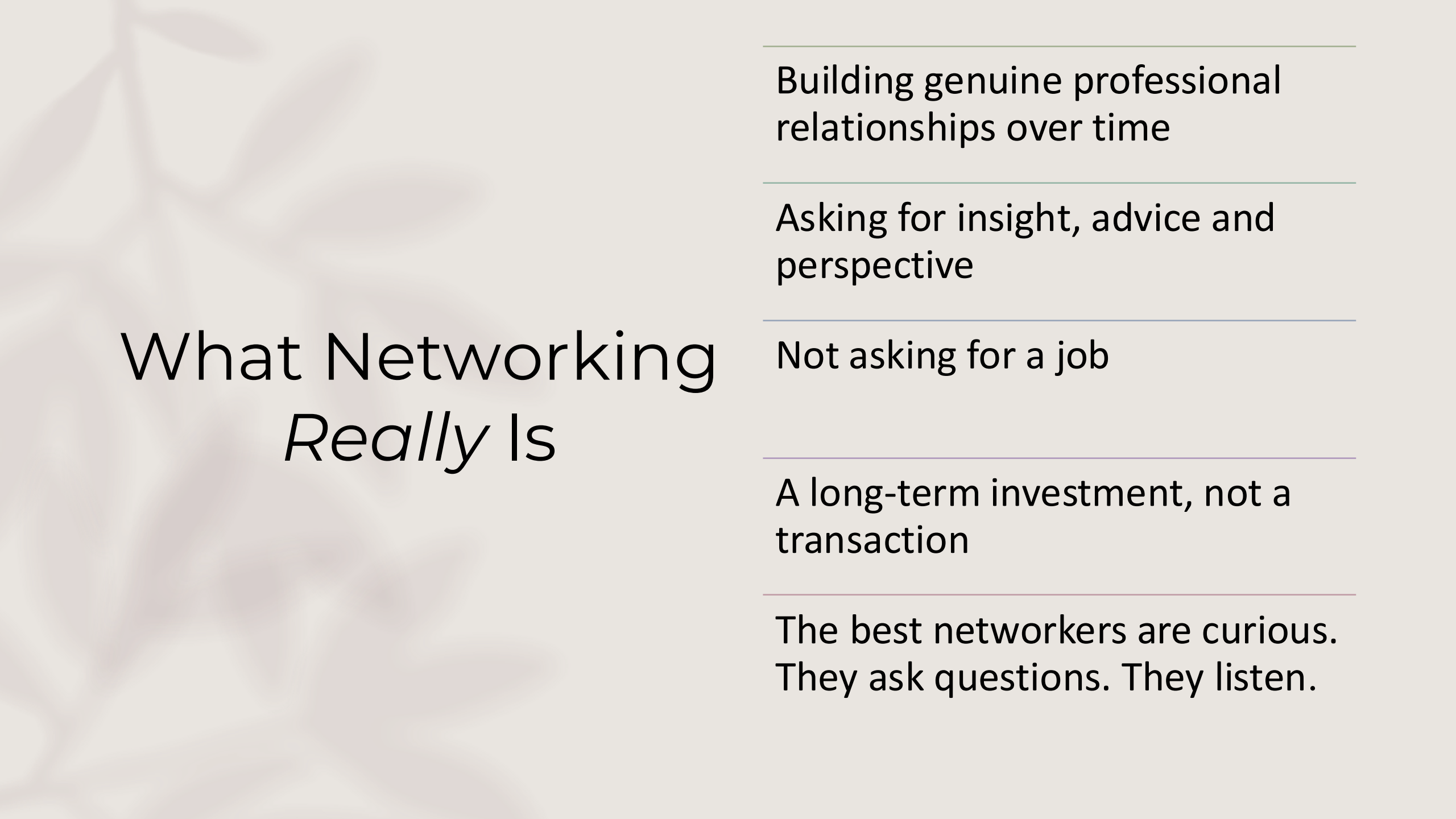


Networking: Building Relationships that Shape Your Career



Mentoring Working Group

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What Networking *Really* Is

Building genuine professional relationships over time

Asking for insight, advice and perspective

Not asking for a job

A long-term investment, not a transaction

The best networkers are curious. They ask questions. They listen.

Why Networking Matters

- Most opportunities are never posted publicly
- Careers grow through visibility and referrals
- Especially critical in the space industry
- Helps you learn, navigate and grow faster



How Networking *Actually* Happens



Starts with one conversation

Networking is not one big moment
It is a series of small ones



Builds through follow-up and consistency



Grows through shared interest and trust



Compounds over time

Networking Essentials



Know your goal before reaching out



Do your research



Be concise and respectful of time



Ask thoughtful questions



Listen more than you talk



Always follow up

Using LinkedIn as a Networking Engine



Use LinkedIn intentionally



Become involved in communities that align with your goals

Write meaningful comments to their posts

Ask questions



Follow people with whom you want to connect



Engage before asking for anything



Stay visible over time

Why Email Still Wins



More direct and personal than LinkedIn



Higher response rate when done well



Keep it simple and respectful



You are asking for perspective



Works especially well for senior professionals

Example Outreach Email

Subject: Seeking your advice on [industry/topic]

Hi [Name],

I'm currently [your background] and interested in [specific area].

I came across your work on [specific detail] and would really value your perspective.

Would you be open to a brief 15–20 minute conversation?

Thank you,
[Your Name]

What Makes Networking Work



CONSISTENCY
OVER TIME



AUTHENTIC
CURIOSITY



FOLLOW-
THROUGH



GIVING BEFORE
ASKING



STAYING IN
TOUCH

Careers are not built alone – and the earlier you start building your network the more powerful it becomes