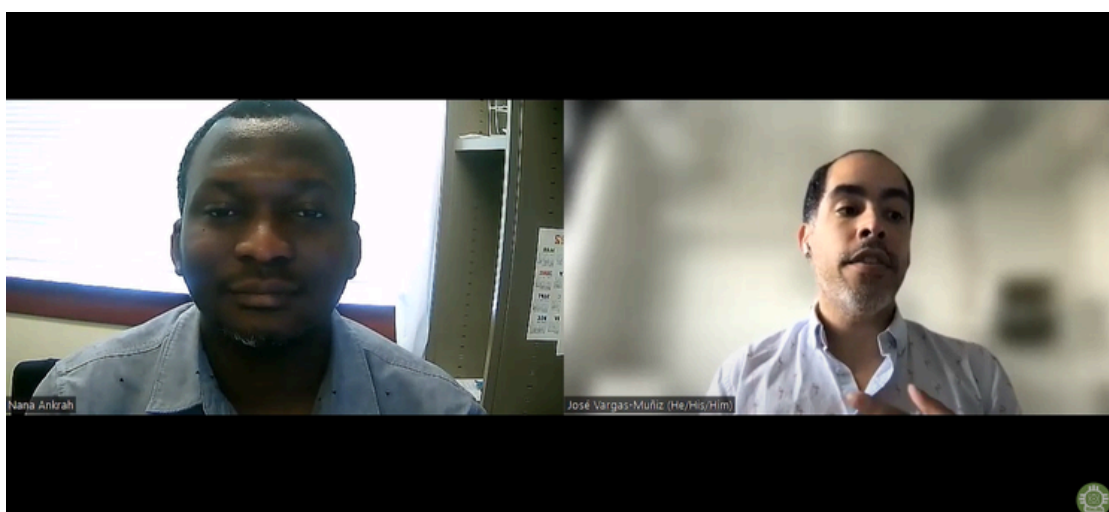




Networking with Professionals

Learning to network with professionals will help allow you to make the most out of your time at the SACNAS Annual Conference, and provide you with potential connections that go beyond the conference!

Read the below tips and watch the linked clips from our recording, “Networking with Professionals”, to get prepared!

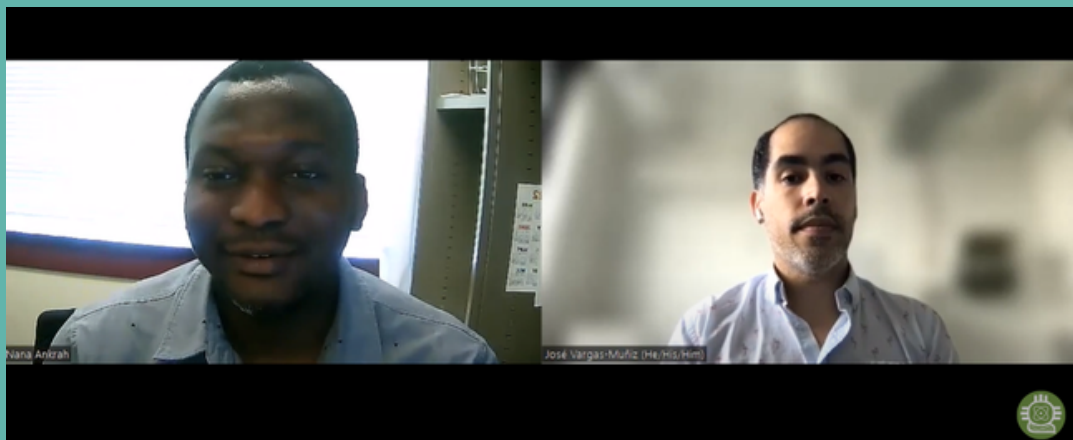


Click the video above and watch until 1:14 to hear our panelists talk on this subject

How can you prepare before the conference to network with professionals?

- Consider designing and printing business cards in advance. You may also consider coming prepared with a digital business card (stay tuned for an upcoming resource on this from SACNAS)!
- Prepare an elevator pitch, which should be about a 20-second overview about yourself, your interests, and your research.
- Create and prepare your resume/CV. You can even upload this into the SACNAS registration platform when you complete your conference registration.
- Look at the conference agenda and exhibitors to best plan out your time (another resource from SACNAS for this will be provided to you, too)!

First Impressions & How You Conduct Yourself Matters!



How to Best Conduct Yourself with Professionals

- Be professional! Be professional in the way you dress, the way you speak, and the way you interact with people around you. The attire for the conference is business casual. This includes traditional dress, regalia, jewelry, and other items to share your culture with our community!
- Your time at the conference is limited - be precise and intentional about what you discuss with the professionals you network with. Be vocal about your goals and accomplishments!
- When discussing yourself, share your history! What have you learned from your past experiences? How can you frame them to discuss your goals?
- Be upfront about what you are seeking from your interactions. Are you interested in graduate school? Are you looking for a mentor? Are you looking for job opportunities?
- Don't shy away from discussing your accomplishments. We know this can sometimes feel uncomfortable, but the people you're interacting with won't get to know what an amazing person you are and all that you are capable of unless you share it! This also allows the person you are talking to better understand how well you will fit into their institution or organization.

How to Best Conduct Yourself with Professionals (Continued)

- You are at the conference for a professional reason. Avoid touchy or sensitive topics like politics, religion, etc. when you meet people for the first time.
- You will meet so many people at the conference! Try to establish a system where you can remember:
 - What you discussed
 - Who you discussed it with
 - Any additional information you wanted to ask at a later time
- We strongly encourage you bring a journal and/or folder where you can write any important information down or hold onto any business cards you may receive. This will be critical to getting the most out of your conference experience and extending these relationships beyond the SACNAS Annual Conference.
- Be your authentic self! Don't try to change who you are to fit what you think the professionals are looking for. And bring your whole self to the SACNAS Annual Conference (we'll share what this means in an upcoming resource).

Post-Conference Networking

After the conference, it's important to get in touch with the people you connected with to keep the conversations going and maintain the relationship, especially if the professional is someone you would like to be a potential mentor or someone in your network.



Click the video above and watch until 8:50 to hear our panelists talk on this subject

We recommend doing the following:

- Immediately after the conference, send a thank you email. This helps establish a channel for communication.
- Ensure you do not send generic emails to the contacts you made at the conference. Tailor your communication to the individual. Recall moments from your conversations that were memorable. Help remind this future mentor, advisor, or connection about who you are and be upfront about your needs!

Post-Conference Networking (Continued)

- Don't be dismayed if you do not get an immediate reply! Most of the people you will have connected with are busy individuals. It's possible you won't receive a reply after your first email. Don't feel like they are ignoring you! Feel free to follow back up after an appropriate amount of time (about a week or two).
- Once you have established a relationship with this potential mentor or professional, it's important to follow up with updates. Share your new accomplishments or any challenges, and how you are overcoming them. This will allow the individual to better get to know you.

Now, take a breath, find a journal to bring to the conference, and get prepared to make transformative connections at the SACNAS Annual Conference!

Resource: “Networking with Professionals” video, click [here](#)

NOTES