Networking

Where
Technical conferences, career fairs, professional society meetings, parties, award ceremonies, training sessions, workshops, and in classes

How
Establish both a technical and personal connection.

Greet, say your name, smile, make eye contact, and shake hands.

Imagine a working glove. Ask questions such as where do you work, what is your area of specialization, and what are your career goals.

Imagine a house. Ask questions such as where you originally from, how do you like your community, and what events happen in your community.

Imagine airplane wings sticking out of the windows of the house. Ask questions such as do you travel a lot for work, where is your favorite place to travel to, and do you have any upcoming vacations.
Imagine sports equipment like golf clubs or tennis racquets sitting on the tips of the airplane wings. Ask questions such as what sports do you play and what are your hobbies.

Imagine a crystal ball sitting on top of the house. Make future plans such as giving your resume or business card, setting up a tee time, etc. Follow-up within 24 hours and stay in contact at least once every few months.