

## Networking

Written by the WOLF OF MONASH

“It’s not what you know, it’s who you know”

This ubiquitous colloquialism could almost be recognised as a theorem in contemporary society. While a perfectly righteous stance would be to remain cynical about the inequity of life and the corporate world, progress cannot be achieved through embodying and imbuing others with such negative thinking.

Unfortunately, exemplary networking opportunities are few and far between. However, if you have the chance to meet a potential future employer, you need to make sure that you’re impressive.

So, how do you impress someone? In a networking situation, it’s quite simple. Here are my top five tips:

- 1. Confidence**

You need to make sure that you join the conversation with confidence - try channelling Leonardo Di Caprio from the *Wolf of Wall Street*.

- 2. Handshakes**

Don’t be ferocious or relentless - simply reciprocate the grip you’re receiving and support such a grip with eye contact.

- 3. Memory**

Remembering names is respectable and crucial. Use word associations or repeat the name of the person who you are networking with back to them.

- 4. Authenticity**

Be genuine and interested. Ask questions that show that you’re passionate, that you care about the job and that you care about the person right in front of you.

- 5. Presentation**

Look sharp and keep a packet of mints in your pocket.

Go get ‘em, Tiger!

Wolf.

### About the author:



My name is Tom van Denderen, but feel free to bolster my ego by calling me the Wolf of Monash. I’m currently in my second year of a double degree including actuarial science and finance. I’m passionate about music and film, and love to help people.