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**Other job search publications**

- Tips on Finding Summer Jobs (DWSJ-5641-P)
- Job Search Issues (DWSJ-8456-P)
- Where to Look for Job Opportunities (DWSJ-9467-P)

**Publications on related topics**

- INTERVIEWING**
- Keys to Successful Interviewing (DWSJ-6951-P)
  - Hidden Elements of Interviewing (DWSJ-9484-P)
  - Informational Interviewing (DWSJ-9407-P)
- RESUMES, APPLICATIONS**
- Personal Data Record (DWSJ-4937-P)
  - Thoughts on Resumes (DWSJ-4658-P)
  - Resume Writing—A Basic Guide (DWSJ-9433-P)

# Networking

Networking is using friends, relatives and acquaintances to develop job leads. Following is a list of groups of potential networking contacts:

Business associates	Insurance agents	Christmas card lists
Politicians	Bankers	Lawyers
Classmates	All relatives	Dentists
Friends of friends	Previous co-workers	Accountants
Neighbors	Teachers	Club members
Cashiers	All friends	Ministers
Job placement personnel	Doctors	Suppliers
Vendors	Previous employers	Social acquaintances

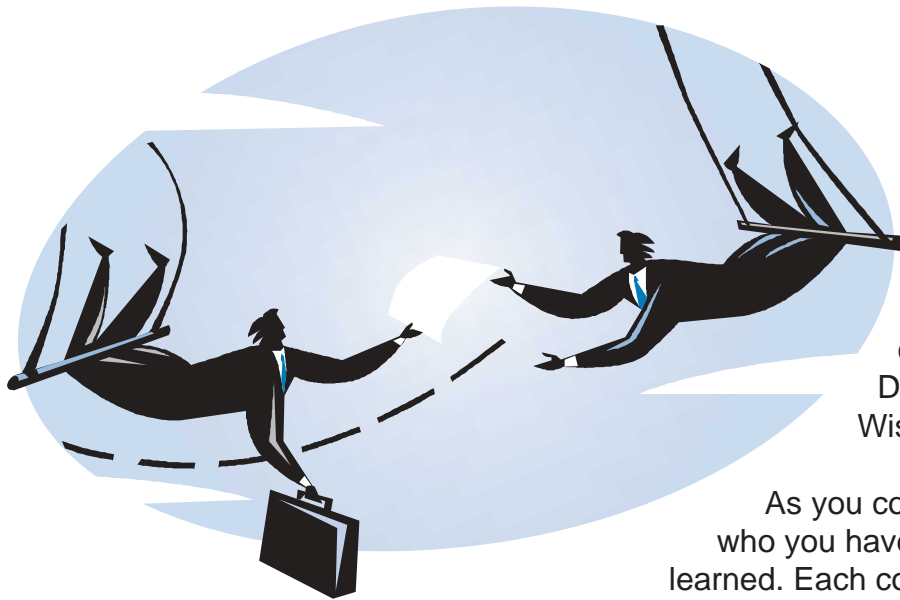
Acquaintances of any of the above!

The list can be endless. People in your network also have networks. Don't be shy about making these contacts. It is one of the strongest ways of getting a job!

Begin by making a list of groups using the examples above.

Next, under each group, make a list of all the people you can think of. Leave plenty of room for additions. As days pass, you will think of many more.

Third, consider new places to make contacts and keep a list of these. List new people discovered under each of these groups or add new



names to old lists. Some suggestions: professional organizations, places where people congregate and have time to talk, people who know what is going on in neighborhoods and in communities and in business, etc. Don't forget to check out your local Wisconsin Job Center!

As you contact these people, keep a record of who you have contacted and what you have learned. Each contact will lead to other contacts. Ask each person you talk to for names of others you could contact. Add to your lists. Keep your network growing!

## Most Commonly Used Job Search Methods

Percent of Total Job-Seekers Using the Method	Method	Effectiveness Rate *
66.0%	Applied directly to employer	47.7%
50.8	Asked friends about jobs where they work	22.1
41.8	Asked friends about jobs elsewhere	11.9
28.4	Asked relatives about jobs where they work	19.3
27.3	Asked relatives about jobs elsewhere	7.4
45.9	Answered local newspaper ads	23.9
21.0	Private employment agency	24.2
12.5	School placement office	21.4
15.3	Civil Service test	12.5
10.4	Asked teacher or professor	12.1
1.6	Placed ad in local newspaper	12.9
6.0	Union hiring hall	22.2

\* A percentage obtained by dividing the number of jobseekers who actually found work using the method, by the total number of jobseekers who tried to use that method, whether successfully or not.