Networking tips - Lecture by Dr Gopi Astik MD MS

Watch the lecture here

Reasons why networking is essential for your career
- Exchange ideas
- Makes you noticeable
- Avenue for new opportunities
- Reassessing your qualification
- Improves your creative intellect
- An extra resource library
- Support from high profile individuals
- Growth in status
- Self-confidence
- Long-lasting relationships

Networking helps you get
- Referees/recommendation letters for promotions
- Mentors and sponsors
- Project assistance

How do I start networking?
- Local meetings and conferences
- Medical school/residency contacts
- Professional societies
- National Conferences
- Social media

Networking at conferences
- Have a “bit”; have your elevator pitch ready when you need to introduce yourself
  - Lead with the problem
  - Signal preparedness rather than passion
  - Show receptivity along with confidence
  - Be curious about others--Ask question
  - Have business cards or your own QR code handy to share contact information
- If you can't touch base with that person during the conference, send a follow-up email saying you liked their talk but were hoping to discuss x,y,z if they are interested
- Look at conference schedules/agendas beforehand and plan out who you want to meet.

Networking for introverts:
- Focus on learning
- Identify common interests
  - Prepare a repertoire of questions – but maintain a curious mindset
  - Choose conversation partners wisely
  - Focus on relationships, not business cards
  - Know when to move on
  - Try to reach out to 3 people per (day/week/month)

Remember what your goal is – what will networking do for you, your career?
- Plan, plan, plan (who, what, why)
- Follow up with people you meet

See WorkLife with Adam Grant: A TED original podcast | Podcasts | TED recommended by our speakers