MFin Networking Night Prep Session
For Classes of May 2024 and February 2025
September 14, 2023
Agenda

- Networking benefits recap
- Logistics and what to expect from the event
- How to prepare for the event
- Do's and Don'ts
- Resources reminder
- Q&A
- Summer Term Survey Raffle

*Please put your laptops down, the slides will be available to you after the session*
Reminder: Why is Networking SO Important in Your Job Search?

- **Increase your knowledge** of your target sector & industry
- **Discover opportunities** that may be of interest to you
- Not all jobs are posted – need to **network to discover** these roles
- **Build confidence** in telling your story
- **Become comfortable** discussing your skills and interests
- Academic and interpersonal skills are both important
- Firms want to **get to know** candidates
# Networking Night VS Career Fairs

<table>
<thead>
<tr>
<th>Differences</th>
<th>Networking Night</th>
<th>Career Fairs</th>
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<tbody>
<tr>
<td>Goals</td>
<td>Build relationships and industry connections, learn from companies</td>
<td>Focus on immediate job or internship opportunities.</td>
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<tr>
<td>Interactions</td>
<td>Conversations at networking nights tend to be longer and more in-depth, no resume shared</td>
<td>Interactions at career fairs are usually shorter and focused on first impressions, share resumes</td>
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<td>Follow-up</td>
<td>Connect on LinkedIn and send personalized thank-you notes.</td>
<td>Send job applications, schedule interviews, and continue online networking.</td>
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Attending companies want to get to know YOU!
MFIn Networking Night is Unique
Flagship annual fall event, exclusive to MFins

• While not a career fair, companies have a demonstrated track record of recruiting MFins
• Event size and format allow for rich conversations
• “One-stop shop” networking: students can speak with a number of companies in a short period of time

Approx. 3-4 people per “table” (1 company rep + 3 MFIn students)

Attending companies want to get to know YOU!
Event Logistics

- **REGISTER** the Networking Night NOW
- **Networking Night Time:** 9/19, Tuesday 7-9pm, in-person
- **Dress code:** business formal

- Bring your **name badge, photo ID** for alcohol
- Employer floor map provided, tables will have company signage
- 1 drink ticket per person, light hors d'oeuvres served
- No need for printed resumes
- Recommended - bring a pen and paper/small notepad
Business Etiquette

In person:
- Hand shaking – firm
- Eye contact
- Welcome others to the group
- Introduce yourself clearly
- Active listening
- Exit Gracefully

Always:
- Cultural sensitivity to classmates, community and future work environment
- Social media pictures, posts and comments
- You are always making an impression, even with your classmates – your future network
2023 Select Participating Companies
Expect 15+ employers to attend; full list available in Career Central

Full list is available in Career Central; new companies are being confirmed daily.
Before Networking Night

Like any networking conversation, preparation is key

Company Preparation

- **Research** companies and representatives
  - Career Central -
    - Check the updated company list of MFin Networking Night
  - Company websites
  - LinkedIn
  - Resources on YourCDO
- **Determine which companies** you’d like to speak with during the event
- **Make sure to include companies you don’t know much about**
Before Networking Night
Like any networking conversation, preparation is key

Personal Preparation

• Practice your professional introduction
• Refresh your memory on key contacts in the past
• Craft your narratives, consider key highlights
• Prepare good questions to ask
• Reference Sample Networking Questions
• Prepare conversation starters

CAREER RESOURCES

Networking and LinkedIn

Explore sample networking and thank you emails, networking tactics and guides, LinkedIn resources, Contacts, Directories and more!

Networking
General Networking ...
## During Networking Night

*Your first impression matters*

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<th>Don'ts</th>
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| • Tell a good story to highlight previous experience and articulate motivation  
• Be specific about an area or type of role you are interested in  
• Be mindful of time  
• Make room for others to join the conversation  
• Tailor your questions to the person you talk to  
• Be sensitive to cultural diversity in the room | • Show up unprepared  
• Focus on generic job titles and vague career interests  
• Deliver your introduction in a scripted and robotic way  
• Launch into the details of your experience for a long time  
• Dominate the conversation  
• Ask every person the same questions  
• Ask transactional questions (work authorization) |
Ace Your Networking Conversation

**Enter**
- Use your body language
- Use situational topics
- Casually join the conversation

**Engage**
- Ask open-ended questions
- Actively listen
- Share relevant information

**Exit**
- Show gratitude
- Signal to leave
- Position yourself to exit

Mock Networking Exercise
Observe and consider: how would you enter, engage in, and exit a conversation?
After Networking Night
Make the most of the event by following up

**Actions Within 24-48 Hours**
- Send personalized thank you notes
- Send follow-up message to those you didn't get to meet
- Update your target company list
- Apply for open roles that interest you
- Keep notes of details you learn

**Actions for Weeks Ahead**
- Contact if an opportunity opens up
- Keep track of your progress (update your spreadsheet)
- Follow advice you received
- Reflect on your networking skills
- Leverage contacts to expand your network
Networking Advice Refresher

- Worksheet to draft & practice telling your story
- Tips & tricks on your professional introduction
- Advice on how to prepare for networking
- Successful outcomes to networking convos
- Example thank you note
- Behaviors to avoid

Next Step: Drafting & Practicing
“Tell Your Story” worksheet can be found on Your CDO
- Use the worksheet to brainstorm ideas
- Write down your introduction, but don’t write a script — feel flexible instead

Tips and Tricks
Position as a soft opening to a conversation
Your resume can offer a framework, particularly in an interview setting
Give concise examples
Define your competitive advantage
- Highlight your skills, position your degree accordingly
Speak confidently and smile
- Demonstrate with your professional presence, posture, and energy

Make the Most of the Conversation
- Prepare thoroughly
  - Research the individual, company, and group (company website, LinkedIn)
  - Create a list of 10-15 good questions
  - Determine your goal for the interaction: Advice, Information, Referral (AIR)
- Be positive
- Make the connection
- Find out the next steps
- Recommend

Successful Outcomes of a Networking Conversation
A better understanding of the culture of the company
More clarity around the other's job function and other suitable job functions for you
An awareness of the skills you may need to develop to be successful
Information about potential growth areas in the company or sector
Realizing the find is not for you
Accepting more comfortable with telling your story
A referral to someone in the company or industry who could help

Don’t Forget the Thank You Note
Personalize with specific details from conversation

Behaviors to Avoid while Networking
- Impertinent persistence – while follow up may be necessary, do so in a respectful way
- Showing off ME – this suggests you are not appreciative of the other person’s time
- Reading from a script – it’s easy to tell when you are reading vs. consulting your notes
- Not being present – think about what you want to cover in advance but don’t go overboard
- Not asking questions – unlike an interview, you are responsible for driving the conversation
- In group settings, monopolizing the conversation and not giving others a chance to speak
- Not sending a thank you note or following through – people will remember

Key Point: Successful outcomes come in many forms

Networking resources available on Your CDO and Career Core. Go to Career Core > Class 1 for Telling Your Story resources, and Career Core > Career Toolkit > Networking Resources to access the Networking Strategies webinar.
Check-in Using the Sign-in Sheet

- Deadline to Register for MFin Networking Night: next Monday, 9/18 by 5:00pm
- Register For MFin Networking Night
Firms With Open Roles for MFINS (Internships)

ABCorp
Asian Development Bank
Ball Aerospace
Balyasny Asset Management
Bank of America
Barclays
Bates White
Bristol Myers Squibb
CapShift
Carlyle Group, The
Cause Strategy Partners, LLC
Cboe Global Markets
Citadel
Citadel Securities
Cockrell Interests LLC
Cornerstone Research
Cornerstone Research, Inc.
CPP Investment Board
Diametric Capital
DRW
Eventide Asset Management
EY-Ernst & Young LLP
EY-Parthenon
Fidelity Investments
GTS
Health Practice Services Group
HSBC
Individual
JPMorgan Chase & Co.
Kearney, Inc.
Lazard Freres & Co.
Loft Orbital
Marathon Capital
Marker Learning
MarketAxess
Millennium Management LLC
MIT Corporate Relations
Morgan Stanley
NERA Economic Consulting
New Climate Ventures
New Era Capital Partners
Nomura International
Picus Capital
Point72 Asia (Hong Kong) Pte. Ltd
Procter & Gamble
Qianjin Network Information Technology (Shanghai) Co
Qube Research & Technologies
Stevens Capital Management LP
Stout Risius Ross (SRR)
Susquehanna International Group, LLP
The Related Companies, L.P.
Two Sigma
UBS