Network Your Way To Your Next Job!

By Connie Thanasoulis-Cerrachio on September 28, 2009

Networking is the buzz word for the 21st Century, yet few do it properly. Networking isn’t about asking for something. Instead, networking is about establishing a long-term, mutually beneficial relationship of give and take with the emphasis on the give!

Networking is about being authentically interested in finding out about a person and honestly wanting to know them well enough to positively affect their business, their lives, and their interests. We network for things now that we want 2, 4, 6, and 12 months from now. And remember that the more you give to a person, the better they’ll think of you and the more they’ll open their network to you.

And what does that mean exactly? Well … everyone knows roughly about 250 people, and if we impress someone to the point where they “know and like” us, they will probably open their network of 250 up to us. So if I network
well with one person, I’ll have access to 500 people (my 250, plus their 250). If I network well with 5 people, I’ll have access to 1,250 people. Network well with 10 people that means 2,500 people, and so on, and so on. It’s a powerful concept especially when you are searing for a job.

Here are 5 tips on how to network effectively, even when you are feeling awkward and nervous.

**Tip #1:** If you are really nervous about approaching someone, don’t approach them just yet. Observe and watch others in the room. See how they do it and read their body language. Are they establishing good eye contact, but not staring people down?! Are they shaking hands and smiling at the same time? Learning from masters is a great first step and I recommend reading Vault’s Guide to Schmoozing where you can learn about the greatest networkers of all time.

**Tip #2:** Ask open ended questions like how did they get into the business they are in, or what was their best day in that business? Keep it positive but allow them to do the talking! LISTEN to the responses of these questions and you’ll be on your way to creating that long term mutually beneficial relationship. It must be authentic as well … you can’t act like you are interested or it will surely fail. Another great networking question would be to ask what advice they could give to you at this point in your career. Again – the trick is to NOT ask for a job.

**Tip #3:** Have thick skin. If someone doesn’t get back to you, do not take it personally. Continue to network with them by sending them articles that may be of interest to them (if you let them talk enough, you’ll find out what they are interested in), send them a holiday card, send them an article about their company, their industry, about themselves if they are in the news.

**Tip #4:** Create a LinkedIn account, and start to include everyone you know. This should include present and past co-workers, people you went to school with, people you play sports with, people from your place of worship. In fact, as an exercise, you should create a list of at least 100 people you know, and attempt to connect with them via LinkedIn.

**Tip #5:** Ramp up activities during prime networking seasons/events like the holidays and summertime BBQs. Get out there and act like things are going well because positive attracts positive and negativity repels.

These five tips will definitely get you solidly on your way towards networking more and being more comfortable while doing so. And I’ll throw in a

**Tip #6:** Keep a calendar and proactively network with people every single day because they more you network, the easier it will become. The world couldn’t turn and business couldn’t be done without networking, yet you’ll not find one networking class in a college or university. Remember to not ask for something. That will make people run in the opposite direction. Networking is about creating a long-term, mutually beneficial relationship of give and take, with the emphasis on the give!

http://careerinsider.vault.com

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**Meet with your Career Coordinator EARLY and OFTEN**

The Career Coordinator for the College of Agriculture and Life Sciences is Mrs. Brook Dickinson. She and her program aide Samantha Winter work with students from freshman to senior year helping with their professional development process. They would be more than happy to assist with your career endeavors while you are here at Texas A&M University.

You can make appointments to meet in Koldus, Kleberg, or Blocker: call the Career Center at (979) 845-5139. You can also reach them through email at brookd@careercenter.tamu.edu or swinter@careercenter.tamu.edu
Company Spotlight
ValleyCrest Landscape Companies

ValleyCrest Companies started in 1949 with a few hundred dollars and an old pickup truck. Today we are the nation’s largest landscape services company. We are also diversified and have the expertise to perform the highest quality work in the industry, from landscape architecture through long-term maintenance. With nearly $1 billion in sales and 10,000 employees, ValleyCrest has financial stability, organization strength, and career versatility. Our size doesn’t mean we have a “big company environment.” We are a closely knit organization that shares the same values, vision, and passion for landscaping as the family who founded the company. With over 120 branch offices nationwide, you have the flexibility to work practically anywhere.

Are you ready to gain the experience of a lifetime?
Are you excited about working in the field and do you feel passionate about meeting customers needs?
Are you eager to learn all there is to know about landscape maintenance?

If you answered yes to the above questions, then this might be the opportunity you’ve been waiting for. This is the place where your talent matters and learning never ends and where we truly believe that you can find your career path with our company.

We are now hiring interns and new graduates. Visit our website at www.valleycrest.com/vc/jobs for more information or contact Alicia Kirson at 818-225-2324 or akirson@valleycrest.com

Employer Advice
Alicia Kirson
ValleyCrest Landscape Companies

During face-to-face interviews, employers are finding different ways to determine if you are the right fit for their company. Your resume says a lot about your past experiences but you can’t simply put in all the information that will likely land you a job. Today employers want to know more about how you’ve handled certain situations. They may ask deeper questions to gather more information. We call these behavioral type questions. To prepare for these, keep in mind the employer will be looking for CAR (Circumstance/Actions/Results) responses. After the employer asks you a question about a certain job or project you may have been involved with, you should explain the situation or Circumstance and describe the Actions you took to get to a Result. This will show the employer how you handled certain situations whether it was on the job or during a school project. Good luck!
Department Spotlight
Horticulture

WHY US?
Students who love plants have options here. You can pursue a BS or a BA degree from the Texas A&M Department of Horticultural Sciences. Plus you can pick a career as diverse as landscaping and floral design or science and biotechnology. These opportunities equip you to be a player in the “green industry,” which is now the second largest agricultural industry in the state. Horticulture graduates typically enjoy a high level of satisfaction with their careers—they enjoy going to work!

PUTTING YOUR DEGREE TO WORK
Our graduates typically use their Horticultural Sciences degree to work in one of these businesses:
• Independent retail, mass merchandisers, and wholesale nurseries and greenhouses: Calloway’s Nursery, WalMart, Ball Horticulture, Casa Flora
• Government, university, and private research facilities: USDA, Texas AgriLife Extension Service, Syngenta
• Horticulture landscape design and management companies: ValleyCrest, Brickman Group, Bartlett Tree Experts
• Retail floral design, floral buyers, and event planners: FTD florists, HEB, Christopher’s World Grill
• Horticulture therapy facilities: hospitals, rehab centers, senior citizen centers
• Fruit and vegetable research, production and sales: Harris-Moran Seed Company, Del Monte Fresh Produce Company, The Kroger Company
• Public gardens and municipalities: Dallas Arboretum, Cockrell Butterfly Center, San Antonio Riverwalk
• Vineyard, wine production, and sales: Llano Estacado, Messina Hof, Glazers

For more information, please contact
Student Advising Office
Department of Horticultural Sciences
Texas A&M University
2133 TAMU
College Station, TX 77843-2133
Ph.: 979.862.3116
Fax: 979.845.0627
Email: s-duray@tamu.edu
Web: http://aggie-horticulture.tamu.edu/student
http://WeAreLife.tamu.edu

Jobs posted on Hireaggies.com

Internship
Cargill, Inc. : Marketing Intern - Cargill Animal Nutrition
SchedID: 3421-T44  
Location(s): Hopkins, MN

Cargill Animal Nutrition provides animal nutrition solutions to retail and commercial businesses across the Americas, Europe, and Asia. Our North American feed business is dynamic, with a balance of commercial and retail business. With over 5,000 points of sale and large customers such as Tractor

Resume Drop Deadline: 03/31/10

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**Internship**

**Hi Country Stables : wrangler/trail guide**

SchedID: 57549-T1  
Location(s): Estes Park, CO

Care and feeding of 60-90 horses; clean and maintain stable area; conducting guided horseback trail rides of 2-8 hrs in length inside Rocky Mountain National Park (Estes Park, CO); includes room and board for this summer job/internship with flexible start and ending dates: May/June through Aug/Sept.

Resume Drop Deadline: 03/19/10

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**Career Center Services for the College of Agriculture and Life Science**

**Campus Wide Career Fairs**

**Education Career Fair**

March 29, 9:30-11:30 am, Reed Arena  
Office of Student Teaching - Teaching, Learning, & Culture  
[http://tlac.tamu.edu/articles/education_career_fair](http://tlac.tamu.edu/articles/education_career_fair)  
Contact: Mary P. Ronsonet, mronsonet@tamu.edu  
Ph: (979) 845-8254  Fax: (979) 862-2466

**Health Professions Symposium**

March 2, 10:30 am - 3 pm, Rudder Exhibit Hall  
Sponsored by the Office of Professional and Graduate School Advising and
ECHO (Executive Council of Health Organizations)
http://honors.tamu.edu
Contact: OPGSA, opgsa@tamu.edu
(979) 847-8938

Horticulture Career Fair

March 3, 9 am - 3 pm, Horticulture Forest Science Bldg Atrium
Sponsored by the Department of Horticultural Sciences
http://hortsciences.tamu.edu
Contact: Sharon Duray, s-duray@tamu.edu
(979) 862-3116

Liberal Arts Career Fair

February 9, 10 am - 4 pm, Rudder Exhibit Hall
Sponsored by the Liberal Arts Student Council
Register Online at http://clla.tamu.edu/career-fair/
Contact: Ms. Terri Burger, fburger@tamu.edu
Ph: (979) 845-5143    Fax: (979) 862-4938

SCOLA Minority Career Fair

April 9, 9 am - 5 pm, Rudder Exhibit Hall
Sponsored by MSC CAMAC
http://scola.tamu.edu
Fax: (979) 845-5117
Ph: (979) 845-1515
Contact: David E. Galnares
scola-careerfair@msc.tamu.edu
(956) 241-1987

Questions?

If you have any questions or comments about the Career Center for the College of Agriculture and Life Sciences please contact us swinter@careercenter.tamu.edu

Good Place to start for your COALS job search