

The Art Of Networking Start Now, Not Later

(NAPSA)—If you plan to begin the new year with a job search, get ahead of the competition by refreshing your network now. Networking is not about the size of your network, but about quality relationships. Genuine networks stem from friendships or business relationships, and holiday greetings offer a perfect excuse to revitalize your network.



Research has shown that as careers progress, new jobs are often referrals from acquaintances, friends, friends of friends, or fellow alumni.

Getting the ball rolling, making that initial call or sending the first e-mail is often the most intimidating step. If you don't call people, however, no one is going to call you. Once you start, networking can easily blend into your daily life. Set aside a few minutes every day to network and it will pay off when you least expect.

One important thing to remember is to get to know people at all levels of the business world. Keep their contact information, including personal information like birthdays, in one central location. An easy way to keep contacts current is with Plaxo, a free service that automatically updates contact information to ensure that people have access to their data anywhere and at all times. For more information, visit Plaxo.com.