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## Self Discovery Newsletter

Building your network  
April 2008

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Hi Karen

Welcome to the April edition of the Self Discovery newsletter. I would like to extend a warm welcome to my new members. Over the last few months, I have focused on helping you to be happier at work and concentrate on enhancing your skills - click here for [past issues](#).



In this month's edition, I would like to focus on networking. Networking is generally commonplace for people who are developing or running a business, but it is equally important for people who are seeking a new career. So, read my article today and take steps to build your network and meet new and exciting people!

Finally Karen, I look forward to receiving your feedback on my newsletter, so watch out for a survey coming out in the next few days. I look forward to receiving your comments.

Have a great month.

Best wishes  
Karen Williams  
Life and career coach

PS As I wrote and scheduled this newsletter, it was a beautiful spring day, but today, I woke up to snow! This may not seem strange to everyone, but on the south coast of the UK, just 5 minutes from the water, this is an unusual occurrence - to read more of my musings, go to my blog at <http://www.selfdiscoverycoaching.blogspot.com/>.

## Building your network

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When you are seeking a new job or are making contacts as part of your business, networking plays a key part.

Networking is the process of interacting with others to exchange information or experiences for mutual benefit.

There are so many ways that you network in your personal and professional lives and for many reasons. You network when you meet new people at a party and perhaps you talk to someone who has a similar interest to you. In a formal situation, you network at professionally run networking events, or by talking to people you know and trust.

If you are seeking a new job, you can find out more about a career, or ask for information from people who already work in that area. You can make contacts with people who may be able to offer opportunities to you, and if you are lucky, be in the right place at the right time!

If you run your own business, networking is a great opportunity to meet other people who work in a similar business to you, or make contacts who can support you or your business.

So, how can you network?

1. Talk to people you already know - who do they know who can offer you advice or information to help you?
2. Research your profession - use trade journals or websites to find people who can help you.
3. Join a professional organisation - find a professional institution where you can meet potential contacts or organisations, or attend interesting presentations.
4. Join a local networking group. You can meet with like-minded people, promote your skills or your business, and share experiences with other people.
5. Go along to local events such as careers fairs, or other events that are linked closely to your career or business.
6. If you don't think you are confident enough to go to networking events, go along anyway and act "as if". If you believe you are self-assured, you will come across this way. And remember there will be other people who feel like you too!
7. Remember who you meet. If you take someone's business card, make a few notes on the back of their card - such as where you met them and what you talked about.
8. Preparation is key when you attend a networking event. Think about who you want to meet and what you want to say. If you are trying to find a particular type of contact, ask people to help you to meet this person.
9. Maintain your network - follow up any leads soon after the event so you don't miss great opportunities. Also, keep in touch with people - a simple email or telephone call will help you to keep in touch with your contacts, as you never know what opportunity may be around the corner.

10. Also, networking doesn't have to be face to face, there are great ways of connecting with people online, through the many networking groups such as Ecademy or social networking sites, such as Facebook.

But remember that networking isn't just about building a group of transient people, it is important to create a network of people who are supportive and can help you. Good luck!

### Make Time for your Life workshop - 26 April 2008

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There are a few spaces left on the Make Time for your Life workshop.

Does your life need to change, but you don't know how?  
Have you lost direction, motivation and inspiration?  
Has your life become a constant to-do list?  
Do you need a boost to your confidence?

Get the confidence, support, and motivation that will help you to move your life to another level. Learn the tools and techniques to kick start your life.

The Make Time for your Life workshop will teach you powerful life coaching techniques, usually only available on a one-to-one basis. You will be amazed how quickly your life will begin to change.

Venue: [The Parlour](#), Southsea

Date: Saturday 26 April 2008

Time: 10am - 2pm

Cost: £48 including lunch, refreshments, a workbook and follow up email support - bring a friend and you will receive a £10 discount

To book your place today, call Karen Williams on 07823 335747 or [click here to email me](#).

Here are what some people have said about the workshop.

*"I found this useful in pinpointing what is important to me and how I can change things in a structured way"*

*"Really enjoyed the session as it made me understand what is really important"*

*"Very interesting and learnt more about myself"*

Pass the message on

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Thank you to those of you who passed on the Self Discovery newsletter to your friends, family and colleagues.

If you know anyone who would like to receive this newsletter, click on the box below to pass on the information. Don't worry, you are not adding them to my mailing list, it is up to them whether they want to subscribe.

### Thought of the month

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"If we wait for the moment when everything, absolutely everything is ready, we shall never begin" - Ivan Turgenev

### Quick links and useful articles

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[Self Discovery Coaching](#)  
[Self Discovery blogspot](#)  
[Make Time for your Life workshop](#)  
[Believe in yourself](#)  
[How to set and achieve goals - 10 top tips](#)

### Contact information

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