

### Top tips for Networking

It can be stressful to go to an art conference or illustrator meet-up where you don't know anyone and try to muddle your way through it. But it's important! In the creative industry many roles go unadvertised and nearly half of all creatives are seeking freelance work. Building face-to-face relationships could leave you one step closer to getting the job you want.

#### Tip Number one

Use Eventbrite and LinkedIn to find out about networking meetings in your area. Before going to the networking event make a list of what you want to get out of the experience and consider preparing some business cards. You may also like to research the people who you think will be there.



#### Tip Number two

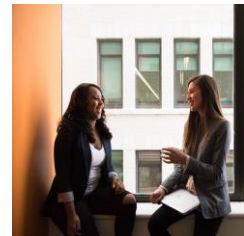
When walking in to a networking event find open groups of ideally 3 people stood together whom you can join. Don't disrupt people who are stood in closed groups and be careful of getting stuck with one person on their own for too long.

#### Tip number three

Widen your network by helping people out. Create relationships based on positive interactions and good will. Your friends and family are a great starting point; if they know you can create good work they are more likely to recommend you to others and support you with your career goals.

#### Tip number four

When at a networking event, use an appropriate conversation closer not a silly excuse to get away from someone. You could end a conversation with: 'It has been so nice to meet you. I'm now I am going to see if there might be anyone else looking for architectural work in the room. Please can we exchange telephone numbers?'



#### Tip Number five

Prepare an Elevator pitch. This is a one minute introductory speech about who you are, what you do and what you are looking to do next. An elevator pitch can help you to feel less awkward about talking to strangers. As well as networking events, an elevator pitch can be used for interviews and telephone conversations where you are introducing yourself to a potential employer. For example, 'Hi my name is Alan, I am an Interior architect studying at Arts University Bournemouth. My latest project is on adapting spaces to encourage mindfulness which I have been working on with a local SME. My next step is to find an interior design company who will take me for a placement this summer.'

<https://www.creativeindustriesfederation.com/publications/creative-freelancers>

<https://www.artworkarchive.com/blog/7-helpful-networking-tips-for-artists>