



HOW TO ASK FOR REFERRALS AND CONNECTIONS DURING NETWORKING CONVERSATIONS

As you wrap up your networking conversation, thank them for their time and insights. Then, ask if they're aware of any open positions within their company that align with your skills and interests. If appropriate, inquire whether they'd feel comfortable referring to you or introducing you to key Recruiter or Hiring Manager.

START WITH GRATITUDE AND CURIOSITY:

"Thank you so much for taking the time to share your insights with me—I've learned a lot about **[their industry/company/role]** and really appreciate your guidance. It's given me a much clearer picture of what I need to focus on as I navigate this career transition."

TRANSITION INTO ASKING ABOUT OPPORTUNITIES:

"I wanted to ask—does your team or organization currently have any open roles that align with **[specific skills, role type, or department]**? I'm really drawn to [specific aspect of the company or team culture they mentioned] and would love the chance to contribute my [specific skills or value you bring]."

ASK FOR A REFERRAL OR CONNECTION:

"If so, would you feel comfortable referring me or connecting me with the Recruiter or Hiring Manager? I'd be happy to share my resume or provide any additional information to make the process easier for you. Of course, I completely understand if this isn't something you can do right now, and I appreciate your time regardless!"

END WITH GRATITUDE AND RELATIONSHIP-BUILDING:

"Either way, I'm so grateful for your help and insights today—it's been incredibly valuable. I'd love to stay connected and keep you updated on my progress. Please don't hesitate to reach out if there's ever a way I can return the favor!"