

Networking: A powerful tool for stepping into your career

with **Sidney Kushner**
Executive Director & Founder



About Me



- Founder of the nonprofit Connecting Champions
- Brown University, B.S. in Applied Mathematics
- TED speaker:
"How one question can forever change the life of a young person with cancer."
- Plenary Speaker at Global AYA Cancer Congress 2023
- Top 100 student entrepreneur in U.S. by Stanford University
- Pittsburgh's inaugural class of 30 Under 30
- Harvard Business Review and Forbes
- Guest writer & Workshop host

INTRODUCTION TO CONNECTING CHAMPIONS

National nonprofit that asks AYAs



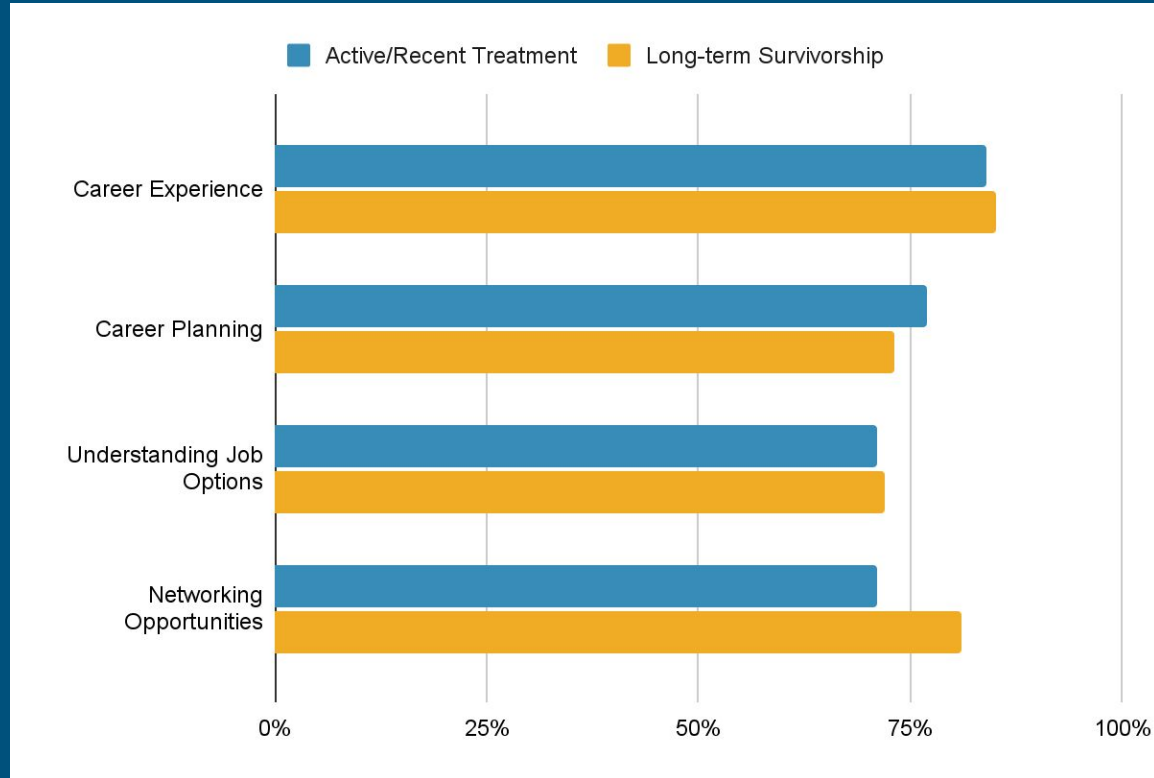
and finds a mentor in that field to help
them achieve a brighter future.



OUR RESEARCH

Finding

Even 5+ years into survivorship, the most commonly reported needs were nearly identical to those reported by peers in active treatment.



What is networking?

Networking is the process of making connections and building relationships.

These connections can provide you with advice and contacts, which can help you make informed career decisions.

Networking can even help you find unadvertised jobs/internships.

Topics for the Workshop

1. Identifying professions and companies to pursue
2. Finding people in those career paths
3. Reaching out
4. Asking for guidance
5. Cultivating your network

“I’m passionate
about _____.”

Step 1:

Identify professions and
companies to pursue

Step 2:

Find people in those
career paths

Step 2 (cont'd):

Use LinkedIn

Step 3:

Reach out

1st degree connections

“Hey _____,

I’m interested in learning more about a career in music production now that I’m in survivorship, and I’d love to have your guidance. Would you have time in the next couple weeks to hop on the phone or video (/grab a cup of coffee) for 10-15 minutes?

With gratitude,
Sean



2nd degree connections

“Hey _____,

I’m interested in learning more about a career in music production now that I’m in survivorship, and I was hoping to connect with someone in the field. I saw that you’re connected with _____ on LinkedIn. Would you be able to introduce me to them so I could grab a quick coffee and ask for their guidance? No pressure, I just thought it couldn’t hurt to ask. Or if you know anyone else, that would be wonderful too.

With gratitude,
Sean



Alumni/Location Connection or No Connection...

"Hi _____,

I'm Sean and I'm a cancer survivor in Pittsburgh. I'm interested in learning more about a career in music production now that I finished treatment, and I'd love to have your guidance. Would you have time in the next couple weeks to hop on the phone or video (/grab a cup of coffee) for 10-15 minutes?

With gratitude,
Sean



Step 4:

Ask for their guidance

What should I be asking once I meet with this person?

- What do schools/companies look for in a resume
- Shadowing opportunities
- Other jobs in the field that I may not know about
- If we could connect on LinkedIn
- If we could keep in touch
- What classes to take
- Where they went to school
- What they majored in/what jobs they had
- What does a typical day/week look like
- What are the best & worst parts of your job
- What should I do in my free time to improve
- Anyone else you think would be good for me to talk with

Step 5:

Cultivate your network

How do I engage and activate my network?

- (1) Connect with people on LinkedIn after you speak/meet with them
- (2) Update important connections every six months with things you've accomplished, learned, taken classes, etc.
- (3) Continue to ask for more guidance and more connections
- (4) Ask for jobs!

Connect with us!

Email: Sidney@ConnectingChampions.org

LinkedIn: [linkedin.com/in/sidneykushner](https://www.linkedin.com/in/sidneykushner)

Refer: ConnectingChampions.org/referapatient

Meet a Mentor: ConnectingChampions.org/aya

Instagram: [@ConnectingChampions](https://www.instagram.com/ConnectingChampions)

