



## **STEP 6**

# **FOLLOWING & MAINTAINING RELATIONSHIPS**

# FOLLOW-UP TIMELY

- Timely and effective follow-up (after planning, connecting and setting goals) strengthens skills, reputation and creates more opportunities for job seekers.



# FOLLOW-UP REGULARLY

- Regular follow-up also important to show the interest of doing something
- It also helps convince others to build an effective network



# FOLLOW-UP CREATES OPPORTUNITIES

- Follow-up creates opportunities to ask questions or to arrange time to meet one-on-one.





# DEVELOP RELATIONSHIPS

Staying connected helps to develop relationships with contacts who may be of great help during applying for job.

One of the main challenges of making successful or effective networking is not to follow the completed events time to time or forget to collect information on the people.



# MAINTAINING RELATIONSHIPS

- Maintaining relationships is an effective way to strengthen networking.
- Maintaining relationships means keeping continuous connection with the network people. It is important not to lose the network once it is built.
- Successful people usually tend to create networks years before they need them and maintain the relationships years after.



# MUTUAL BENEFIT AND ONGOING PROCESS



Maintaining a good relationship is always mutually beneficial especially in early career.



Maintaining the relationship by looking for opportunities to reconnect is an ongoing process. The best part about building relationships is that whatever we put in comes back to us.



**GOOD RELATION,  
GOOD CONNECTION!**