

# Networking: It's Vital to Career Success

By John B. McHugh

© 2023 by John B. McHugh

Networking is vital to your career success. Most people will tell you some variation of “It’s not what you know, it’s WHO you know.” Get in the habit of networking early in your career as it will pay rich dividends, whether that’s making you more successful at your current job or opening doors for you when better opportunities arise.

Regardless of where you are in your career, if you don’t already have a LinkedIn® profile, drop everything and set one up NOW. Look for the people who you know who are on LinkedIn® and ask to connect with them. Find your classmates from school, your neighbors, people you know from volunteering, etc. Join the LinkedIn® groups that interest you and can increase your networking reach.

Thanks to the power of a robust presence on LinkedIn®, if you’re looking for a job at a specific organization, it’s possible that someone in your network will know someone in the network of someone at the organization where you want to work. You can easily reach out to your connection, who will most likely be happy to introduce you to their connection, who is in a position to make an introduction for you.

You never know when your company will have a layoff or when, for whatever reason, your new boss is insufferable, for example, an obsessive micromanager. Your new boss could also be incompetent or mean and vindictive or because of your ability may fear you could take his/her job. Unfortunately, you may need to get a new job. That’s when your power network comes into play.

You will have times in your work life when you have gone as far as you can in your current job and need to pursue new a new opportunity to advance your career. It is as these times that a robust network of contacts will prove to be invaluable

My second piece of advice is to read the three networking articles written by Liz Novak and me to brush up on your networking skills and/or hear our perspective on the topic.  
[http://www.johnbmchugh.com/career\\_management.htm](http://www.johnbmchugh.com/career_management.htm)

Thanks to Liz Novak for her review and edits and Bev Kolz for her editing of this essay

For 18 free articles on managing your career by Jack McHugh and Liz Novak  
[http://www.johnbmchugh.com/career\\_management.htm](http://www.johnbmchugh.com/career_management.htm)

Please send me any comments you have about my essays [jack@johnbmchugh.com](mailto:jack@johnbmchugh.com).

- Jack McHugh, 414-351-3056
- **Email** [jack@johnbmchugh.com](mailto:jack@johnbmchugh.com),
- **Website** <http://www.johnbmchugh.com>.

**LinkedIn** <https://www.linkedin.com/in/john-b-mchugh-21651811/>