

FORBESWOMEN

10 Reasons Why Networking Is Essential For Your Career

Bianca Miller Cole Contributor ⓘ

All things business, personal branding & entrepreneurship

Follow

Mar 20, 2019, 09:00am EDT

Networking is not only about trading information, but also serves as an avenue to create long-term relationships with mutual benefits. Continue reading to find out why networking should be at the core of your career.





Business people shaking hands in the office hallway GETTY

The importance of the saying “no man is an Island” has been proved to be the reason why many of us need to make a collective effort in the bid to achieve professional success. For many individuals that have succeeded in their career, the causes have largely been contributed to the strong networking channels they have created over time.

But the question of who you network with and their relevance to your career matters more. This way, you don’t have to network with everyone. Rather, first study how you can contribute to their success, in addition to how you stand to benefit from their knowledge.

Here are some reasons why networking should be an essential aspect if you truly want to build your career.

An avenue to exchange ideas

Listening contributes to your knowledge and success as it gives you inspiration for creative ideas and understanding through a different perspective

You never can tell how much you know without listening to other people. Success in a career is largely attributed to the pool of information or ideas you have garnered over the past. When networks have been created, it fosters a trade of ideas to sustain long-term relationships and mutual trust. When you are receiving ideas, it helps both in your place of work

and out, in addition to instilling best practices that soothe your career.

It makes you noticeable

Individuals that seek publicity either for business, politics or even fame leverage more on networking. People quickly notice others that have stronger capabilities to make them relevant. When you stand out in both your expertise and the services you offer, it creates room for partnership which in turn builds a career. Many professionals have been able to understand how to nurture their networking strength and create more visibility for different associates and clients in their career path.

People notice you, your skills, and your accomplishments to understand the value you can bring to the table if you were to work with them or connect with them through networking.

Forbes | ForbesWomen

The women reinventing business and beyond

Get the ForbesWomen newsletter, and supercharge your mission with success stories, tips and more.

Sign Up

You may opt out any time. By signing up for this newsletter, you agree to the [Terms and Conditions](#) and [Privacy Policy](#).

Avenue for newer opportunities

When people start noticing you, it opens the door for newer opportunities. Business and career-minded individuals who have networked over time have been able to expand with minimal effort because of the avenue of newer opportunities opened to them through networking. Opportunities like meeting the right clients or even meeting people that are superior to your career path could be a stepping stone that could change your life for the better.

New opportunities and finding the right people at the right time can help boost your career and facilitate growth. It also helps you connected with people in similar fields with different experiences to find out trends in your career.

Reassessing your qualification

Networking is one thing. But to be able to utilise it is another.

You might think that your current level in your discipline might be the greatest height you could ever achieve. But have you ever taken an in-depth look at the different levels of your chosen career and how other people with similar positions have attained their present height? But let's be very factual here; admiring certifications is allowed, but the roadmap to that height can be reached if only you have a strong network and a good relationship with others.

It helps provide self-realization into your capabilities in comparison to others to understand how you can get better in your career and interests!

Improves your creative intellect

Aspirations and great innovations are most times form the external factors around where we find ourselves. The intellectual ability in different careers is significantly improved upon from contacts we have built with other persons over a period. Even a simple interaction with one

person can transform a year-long research work and result in a breakthrough. Likeminded people that have been able to share ideas have strongly developed their intellect to foster growth in their career path and unleash the creative talent in them.

Introduces more creative talent around you which will help you develop your own solutions!

An extra resource library

Some websites are built specifically to address different questions under different niches. These avenues can be used by an individual as an extra source of information. The same thing applies to networking. A platform that is designed specifically aligned to your career can be an extra resource library for you. This provides you with updated information on the latest career trends relevant to you. This network resource also grants you access to tap into them whenever the need arises.

Updated information about your topic through other perspectives!

Support from high profiles individuals

Everybody has one way or the other passed through some hurdles in their career development. This can be as a result of the lack of materials available, or even the lack of financial aid. However, good networking with high profile individuals from the same career path can serve as support whenever there is any eventuality at any time. These high profile individuals can help you manage your challenges effectively

by either giving you advice or linking you to the right financial support.

Get advice and help from people that you already know and have developed a strong mutual relationship with! They have already faced the challenges in your field and know the solutions to help guide you forward.

Growth in status

Developing your career status is a long-term process depending on how you focus on your networking path. Top career individuals that are where they are today is a result of the status they have grown in networking. The contacts you keep are largely attributed to your growth. They largely influence growth in your status and pave the way for better opportunities in your career. Your connections are powerful!

Growth in self-confidence

Grow in opportunities available to you and use them to move forward! Interacting with others to build relationships will help develop your character and self-confidence in being able to go out there to interact with like minds in your career.

Networking is the key tool to growth in a resourceful career. Training and certification garnered from networking builds self-confidence and promotes self-esteem. The self-confidence that has been built over time can help put you on a positive spot whenever you interact with like minds in your career. This also gives you an opportunity to excel well during interview sessions for a job opportunity. So the more effectively you network, the more self-confidence you build over time.

Develop long-lasting relationships

If networking is a mutual relationship, then having a right networking channel can help build your career. Though

networking might not be an easy and fast approach to building a long-lasting relationship. But making it a two-way process of giving and taking and can open the door for a firmer relationship. People that have made networking their sole priority have been able to build careers relevant to their set down goals.

Mutual relationship will be long-lasting and make connections that can often build careers both ways!



Bianca Miller Cole

[Follow](#)

Bianca Miller-Cole is a serial entrepreneur, personal branding expert, best selling author and speaker who helps ambitious... **Read More**

[Editorial Standards](#)

[Reprints & Permissions](#)

ADVERTISEMENT