The Power of Networking!

*by Kiami Rogers, ASQ LED Chair*

Have you experienced the power of networking? It has been stated that only 2 to 5 percent of jobs are documented and listed in some sort of publication, such as help wanted, job boards, or Internet ads. Research studies have shown more than 85 percent of all jobs are obtained through networking and more than half of those are due to referrals from others. Perhaps you are aware of slightly different statistics, but the message is the same…there is power in networking!

A case in point…

When I was the chair of ASQ’s Dallas Section, I was e-mailed a request to post a job description to our Internet site by another Dallas member. Upon posting the ad, I responded with my own résumé for consideration, even though I was employed. Within a couple of weeks, the hiring manager contacted me and asked me to stop into the office for an interview for the posted job. During the interview, the hiring manager mentioned I would be a good fit to fill a gap in the organization—a position that he was considering, but that had not been documented. After the job position was created and approved, I became a statistic: I am one of a large percentage of people who obtained an interview as a result of my network and got a job offer as a result of a job position not publicized or documented. Perhaps you have a similar story to share. Whether a personal or professional network, whether online or in person . . . there is power in networking!

If you are not networking, it is not too late. With more than 6,000 LED members worldwide, just think of all those resources to tap into. We have created two social networks for LED members to join in two different online venues: Facebook and LinkedIn. Thus far, about 1,800 of the 6,000 LED members have joined. The network has lively discussions, as well as news and job postings.

Another case in point…

I was not successful finding a resource to provide a particular software solution through my web searches. Much frustrated, I posted a solicitation for help to identify a resource and within the same business day received a referral from my LinkedIn network.

If you have not already done so, please join us! Request to join this network by logging in at [http://www.linkedin.com/](http://www.linkedin.com/).

Come “lean with us!”

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