



Networking That Actually Works

How to Build Relationships That Lead to Jobs

Disclaimer

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Meet the Presenter



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Ken's Disclosures



Networking sucks - no one is naturally good at it.



The sooner you can learn to be good, the faster your career will progress.

You're all smarter and better educated than I am.



I've built my entire career on this.

You don't have to do any of this.



You're already here... why not?

Networking is not a job function for Pharmacists.



It's not a job function for really any job.



There is nothing in this presentation that is exciting



The outcome could be.

There is nothing in this presentation that will blow your mind.



Shortfalls in business are usually lack of "doing" vs knowing how.





Learning Objectives

1. Plan a simple networking strategy before a conference or career event.
2. Start natural conversations and communicate your interests without sounding transactional.
3. Build mentorships and follow up in ways that turn introductions into long-term professional relationships.

The Checklist:

Know Before The Show:

1. Residency Programs (structure, recent grads, deadlines)
2. Individual Target Employers
3. Mentors & Industry Experts (Who's attending? Who do you admire?)
4. Vendors / Exhibitors (Tech, Products, Services – who's relevant to your field?)
5. Must-See Sessions – Plan in advance
6. Event App – Get familiar with navigation, bookmarks, and live updates

Before You Walk In the Door:

1. Professional Attire (dress for the job you want)
2. Business Cards
3. Notebook / Pen / Laptop
4. Printed Résumés/CVs
5. List of Personal Goals
6. Updated Digital Presence (LinkedIn, Resume)

Networking Is Not Job Begging

Networking ≠ “Can you get me a job?”

Networking = “Can I learn something from you — and can I be someone worth remembering?”

The job is often the result of the relationship — not the opening line.

TRANSACTION



RELATIONSHIP

Your Conference Mission

By the time you leave:

- Have 5 real conversations
- Learn 3 thing you could not Google
- Give 5 people a reason to remember you



Nobody gets a prize for the most LinkedIn connections.

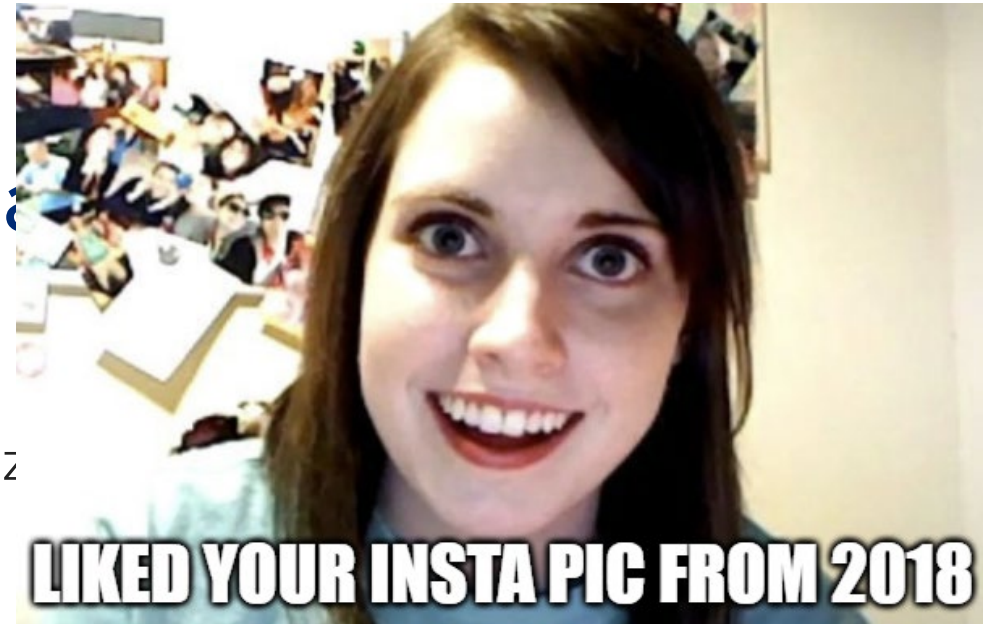
5 CONVERSATIONS > 50 CONTACTS



Do Your Homework. Not a

Before you walk in:

- Pick 7-10 people, programs, or organizations
- Know why you want to meet them
- Read the company page, LinkedIn profile, or recent work
- Prepare one question that proves you did the homework
- Update your LinkedIn headline, photo, and “About” section



Research enough to be relevant. Not enough to know their dog's birthday.



The 20-Second Introduction

THE FORMULA

1. Name + school/year
2. What you're exploring
3. Why it interests you
4. One smart question

EXAMPLE

"Hi, I'm Taylor, a PGY3 at ____.

I'm interested in specialty pharmacy operations and patient access. I'm trying to understand which early-career roles expose pharmacists to both.

How did you get into your side of the industry?"

If your elevator pitch needs the 47th floor, it is too long.

Quick Vote — Which Question Wins?

A. “So... are you hiring pharmacists?”

This one is the funniest...

B. “Can I send you my CV?”

C. “So what do you guys do?”



D. “I've heard about your orgs success with patient access. What do you think students underestimate about that side of specialty pharmacy?”



Conversation Starters: Good vs. Weird

WORK

PE

START WITH C

- Ask one specific question
- Keep the intro under 2 minutes
- Make eye contact + actually listen
- Exit gracefully



RD FAST

- Immediately
- Write autobiography
- Scan the room / check your phone
- Become the "open-bar all-star"

5 Questions That Actually Work



HOW?

How did you get into this part of specialty pharmacy?



SKILLS?

What skills matter most for someone early in their career?



MISSED?

What do students usually misunderstand about this work?



WHO?

Who else do you think I should learn from?



FOLLOW UP?

Would you mind if I followed up after the conference?

“Be a student as long as possible” — it gives you permission to ask.

Mentorship Is a Process, Not a Proposal



ASK: Ask for advice on one specific question — not “Will you be my mentor?”



ACT: Use the advice. People remember when their input actually mattered.

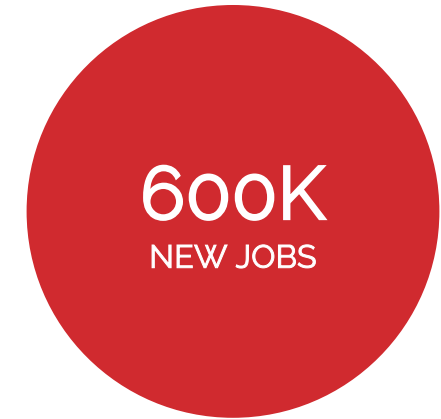
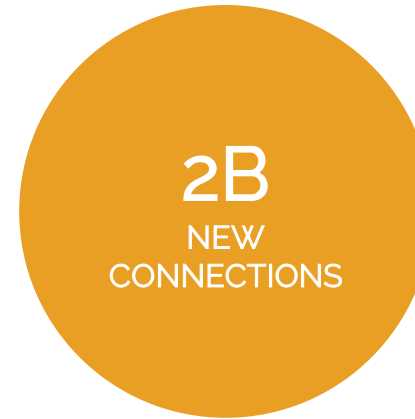
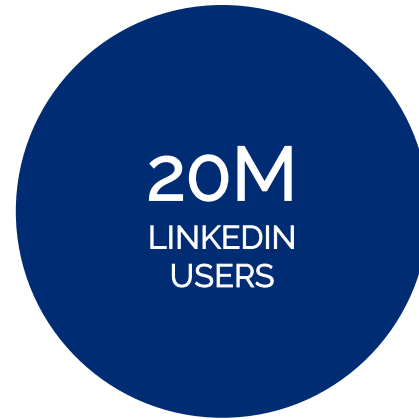


UPDATE: Close the loop: “I tried what you suggested...” That creates the next conversation.

Research finding: asking a relevant expert for advice can increase how competent you are perceived to be.

Weak Ties = Strong Opportunities

The people you know less well can expose you to information and opportunities your closest circle may never see.



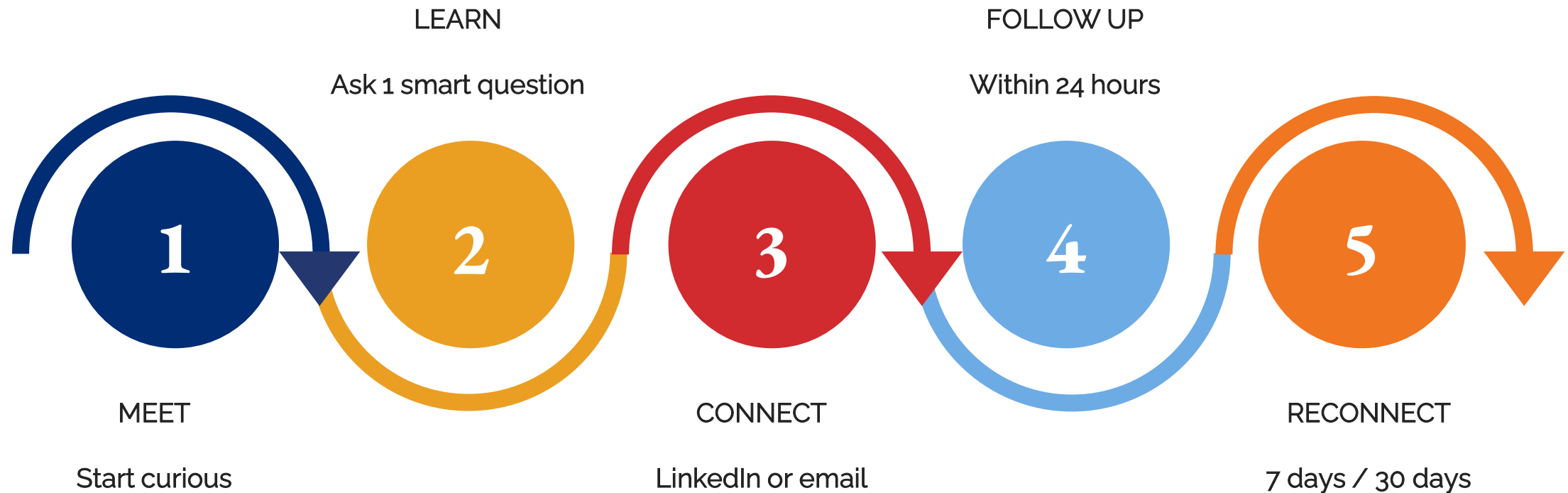
In the largest experimental test of the “strength of weak ties,” or moderately weak connections were especially useful for job mobility.

Translation: talk to people you did not arrive with.

Source: Rajkumar et al., Science (2022); large-scale LinkedIn experiment over five years.

The Relationship Loop

The goal is not to “close” the conversation. It is to earn the next one.



Your 24-Hour Challenge

5
Meet 5 people
you did not arrive
with

3
Ask 3 person
for advice

5
Send 5
personalized
follow-ups

3
Create 3 reason
to reconnect

Don't try to be unforgettable. Be easy to remember — and easy to help.



Thank You

Go meet someone you do not know yet.

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