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## Building a Professional Network May Be More Important Than You Think

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*By Judi Moreo*

Are you the quiet type? Do you go straight to your desk, turn on your computer and get to work? Does your boss love you because you get so much done? Do you put calls straight through, never gossip around the water cooler, and appear to be the perfect employee.

Have you thought about what will happen when the company merges with their biggest competitor and you get downsized? Where will you turn?

Being the perfect employee may keep you out of trouble, but it won't give you the resources to fall back on when you need to find a new position.

Every chance you get, build your professional network. Make sure the clients know your name and what you do for them. If they have been to the office, make mental notes of who they are, their company name and what their relationship is with your company. Keep your ears open for small details. Remembering that they were on their way to their son's wedding last time you saw them and inquiring about it will make a lasting impression on them. When the time comes, they will remember your professionalism, interest and efficiency.

In every business, it is the quality and quantity of contacts that will help make you successful. Even if you don't need a new job, a strong network can be a valuable resource when the boss gives you a new project!

<http://www.judimoreo.com/ezone/archive/2014/0129.html>

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