Networking Simplified and Painless

Mitchel Wong

Who The Heck Is This Nerd

- Composer/Sound Designer/Bass Trombonist
- Freelancer
- Demo Experience at PAX and EGX
- Co-organizer of GAB
- Wants to be the best King K Rool player in MA

What is Networking exactly?

Definition of *networking*

1: the exchange of information or services among individuals, groups, or institutions *specifically* **:** the cultivation of productive relationships for employment or business... *networking* remains the No. 1 cause of job attainment ...— Hal Lancaster

2: the establishment or use of a computer network// He has extensive experience in computer *networking* and information security.

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BORING

What is Networking exactly?

Definition of *networking*

MEET PEOPLE AND MAKE FRIENDS

(or at least **meaningful** connections)

It doesn't have to be a sterile business environment

Networking Fears

- Lots of strangers
- Imposter Syndrome
- Forgetting names
- Awkward conversation/small talk
- Professionalism aaaAAAAHHH
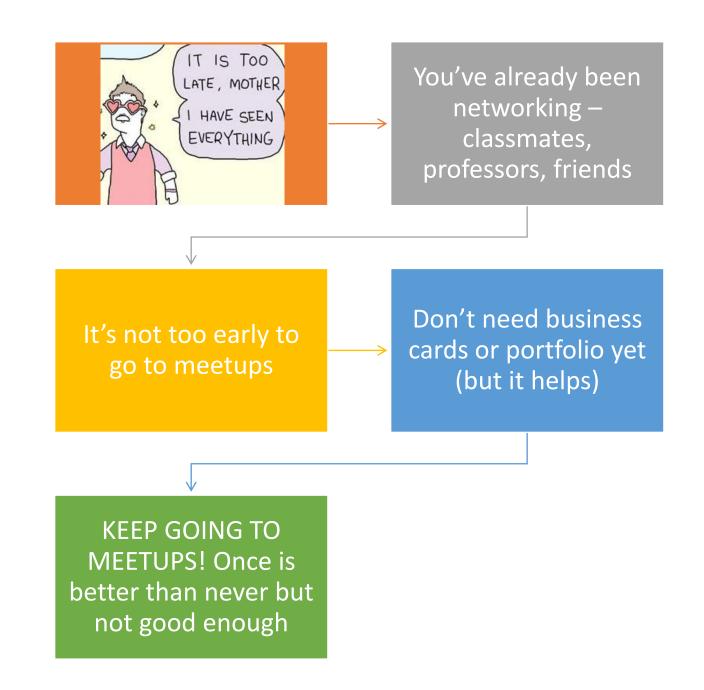
Why Network?

Jobs, duh

Friends ask friends for help

"I know a guy"

Just because the person you're talking to isn't your direct line to employment, they likely will know someone who will

Be a part of the community!

When Should I Start Networking?

You've already been networking – classmates, professors, friends

It's not too early to go to meetups

Don't need business cards or portfolio yet (but it helps)

KEEP GOING TO MEETUPS! Once is better than never but not good enough

Some Boston Game Dev Monthly meetups:

Boston Post Mortem – Official IGDA Chapter

Boston Indies

Boston Unity Group

Women In Gaming

Game Audio Boston

Boston VR

Boston AR

Women In The Next Realities

Boston Mobile App Developers

Boston Unreal Group

Game Makers Guild

Game Jams

Global Game Jam

Other Local Jams that I don't know about

Itch.io and Discord (check out the Game Dev Network)

BUT HOW DO I NETWORK??

Do's

- BREATHE
- Confident, but Humble.
- Listen to other people, people love being listened to
- Dismount out of conversations
- Go with a friend! (Just don't be glued to them)
- Branch outside of your field!
- Do your homework
- Be yourself!

- Don'ts:
- Don't be a jerk.
- Don't be "that guy at the bar"
- Don't beg people of jobs
- Don't stare at your phone all the time
- Don't try to control the conversation
- Don't freak out at famous people (I know it's hard)

FELLAS

DO NOT HIT ON WOMEN AT PROFESSIONAL EVENTS

How Do I Join In a Conversation?

- Single people? Pairs of people? Circles??
  - "Hi, mind if I join you guys?"

- DISMOUNT
  - "Well it was great meeting you guys"
  - "I don't want to take up any more of your time"

Pitfalls

ONLY TALKING TO YOUR FRIENDS

TUNNEL VISION

"ASPIRING"

TAKING ANYTHING THAT COMES YOUR WAY

PRETENDING TO KNOW/DO STUFF YOU DON'T

Follow Up!

Emailing People

Specific Subject Line

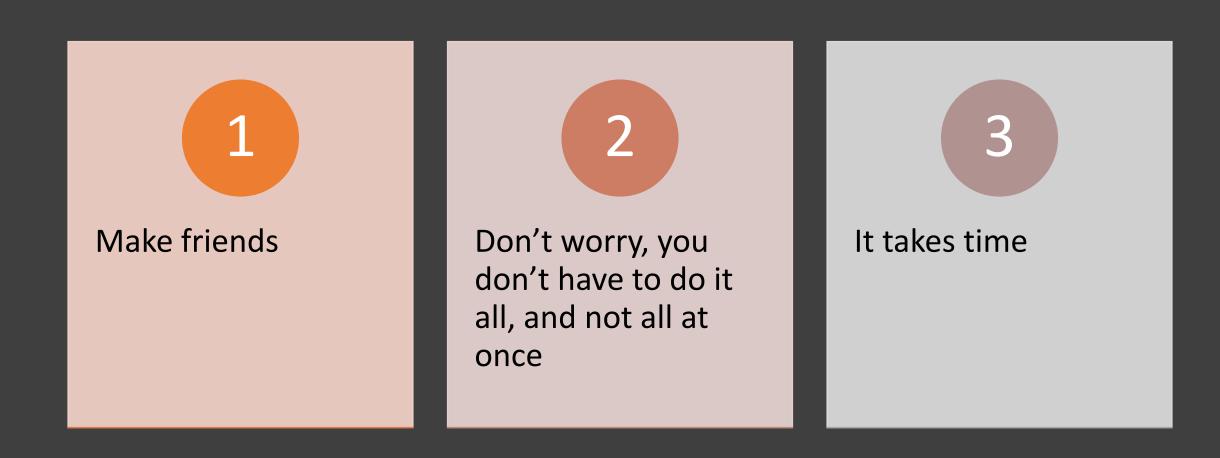Schedule meetings with specific date and time

SHORT

Where Should I Begin?

- HERE!!!

- That big ol' list of meetups a few slides earlier

- GDC, PAX East Afterparties

- Can I do networking online like Facebook, Twitter, Discord, etc.? Yes…but uh….

- Start building up a portfolio, make business cards (everyone take out your phone right now and download Camcard I swear to all that is good they should sponsor me for everything I do for them)

Biggest Things To Remember

1

Make friends

2

Don't worry, you don't have to do it all, and not all at once

3

It takes time

Thanks!

- For more of my stuff, or If you would like these slides, email me at

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