**Cheat Sheet:**

**7 Steps to Networking Success for SASTA Teachers**

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| **Step** | **Action** | **Example** | **Key Tip** |
| **1. Show Up** | Attend industry events like conferences, panels, and networking nights. | "Hi, I’m [Your Name]. I teach science at [Your School]. What do you do?" | Many events are open to non-members and free to attend. |
| **2. Take a Friend** | Bring a fellow teacher for support and to expand your connections. | "Hey, this is my colleague [Friend’s Name]. We’re both keen on bringing STEM into the classroom!" | You can introduce each other and feel more confident. |
| **3. Know Your "Why"** | Be clear about your goal—finding speakers, industry insights, or inspiring students. | "I’m looking for ways to connect students with real-world STEM. What’s your area of expertise?" | A clear purpose makes networking more effective. |
| **4. Make the First Move** | Approach people with simple openers like, "What brings you to this event?" | "I always love learning about new STEM initiatives. What’s an exciting project you’re working on?" | Networking is about connecting, not selling yourself. |
| **5. Swap Emails, Not Phone Numbers** | Connect via email or LinkedIn rather than personal numbers. | "It was great chatting! I’d love to stay in touch—can I connect with you on LinkedIn?" | Follow up within 24-36 hours with a short email. |
| **6. Need a Speaker? Ask for a Referral** | Instead of asking directly, ask, "Who would you recommend?" | "We’re looking for an engaging speaker for students—do you know someone great for that?" | Junior staff or graduates are more available than senior engineers. |
| **7. Keep the Momentum Going** | Stay in touch via LinkedIn and follow-up events. | "Great to meet you at [Event]! I’d love to share ideas—let’s keep in touch!" | Share relevant articles and insights to maintain connections. |

**Next Steps**

✅ Attend the STEM Fast Track “How to” Networking Event

**Register:** [**https://events.humanitix.com/host/60dfa217c7cc52000bb7aa72#events**](https://events.humanitix.com/host/60dfa217c7cc52000bb7aa72#events)

Networking is a muscle—use it and watch it grow!

HINT: Take a screen shot of this and save it to your calendar on the date of your next event. It will be easy to locate and use.