

# BRAINSTORMING AND CREATING CONNECTIONS

1. **Find a job listing that you might be interested in pursuing or a practice area that you might be interested in learning more about.**

Use [Find Job & Research Employers](#) page for assistance, and the [Practice Areas](#) page for an introduction to different practice areas.

Employer or practice area: \_\_\_\_\_

2. **Find first-level connections – i.e., people you know already.** Write down the names of friends, family members, former co-workers and classmates, current and past professors, and peers (current classmates, upper-year students, Law Fellows, etc.) who work/have worked with that employer or in that practice area.

*Example: You would like to learn more about the ACLU and summer internship possibilities at the New York office. Your childhood neighbor worked there for many years before retiring last fall. Write down your neighbor's name; she may serve as a helpful first-level connection.*

Contact	Relationship

3. **Develop second-level connections – i.e., friends of friends.** Next, think about people from the above categories who might provide referrals to people who work for that employer or in that practice area.

*Example: You want to explore career paths in media law. You may not have written down your Aunt Maria's name above because she is an account executive and not an attorney for a publishing house; but you would write it down now because she could serve as a referral to in-house attorneys at the publishing house. Those attorneys can provide an overview of media law work.*

New Contact	Relationship	Referred by	Organization/Role

4. **Conduct outreach to alumni and other practitioners.** Use the resources for finding contacts listed on the [Networking and Relationship-Building](#) page to find practitioners to whom you are not yet connected; target those attorneys working in the organization or field in which you are interested. Focus on Georgetown Law alumni as well as alumni of your undergraduate institution. If you are or were a member of an organization with strong membership identity – e.g., military, Peace Corps, Teach for America, fraternity or sorority – searching for other members of that organization can be productive.

*Example: To learn more about careers in the private sector in Denver you are searching for attorneys who work in that location. Your first- and second- level connections have not turned up any contacts. You used tips found on the Networking and Relationship-Building page to locate three Georgetown Law alumni in Denver firms. Write down their names and relevant information; then send an outreach email requesting an informational meeting.*

Contact	Connection	Organization/Role