

How Do You Best Network With Firm Partners, and How Should You Drive the Conversation if You Get an Informal Network Chat?

By Harrison Barnes from Los Angeles Office Managing Director

If you're contacting partners inside of law firms, you need to note two points. Firstly, you don't know them, and secondly, they're going to be fairly busy. So the best way of doing that is setting up an informal informational interview and chat. There are certain people who are very good at that. And that's something we'll cover in our networking post.

The main way you can do that is to start the conversation by asking them about their job. Ask them what they do. Get them talking about themselves. One of the biggest secrets that can take years for people to learn is that people love talking about themselves. And something that I noticed in my career is that a lot of the smartest people will often be the very best at asking questions and listing all the information. Then they get things done because they will know everything. I think that's a very important thing. So, you need to make sure that you get people to talk about themselves. And if you get them to talk about themselves, at some point in the conversation, they're going to want to ask about you.