



**Dance**

# **Networking**

**Presented by SMC Career Services**

SANTA  
MONICA  
COLLEGE

**Why Network?**

# Dance

- Some experts say that 80 percent of people ended up in their current position thanks to networking. Others say it's more like 85 percent.
- Through networking you find out about events and opportunities that you wouldn't have known about otherwise.
- Follow social media accounts of any of the groups you choose to receive notifications of auditions, events, workshops and networking opportunities.
- Get involved with industry events by volunteering at festivals, attending workshops, taking on internships. Having friends that are producers, directors, choreographers etc... may help you get your foot in the door with various opportunities.

# Why LinkedIn?

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- LinkedIn allows you to follow industry/thought leaders and companies to stay on top of industry trends, events and opportunities.
- Stay in touch with industry professionals you meet at networking events.

# LinkedIn Profile

# Dance

If you have an incomplete LinkedIn page, or it doesn't match the resume you are using you must hide your LinkedIn page. Don't connect with people or apply for opportunities until you have a clear and professional profile.

You should launch your LinkedIn page when:

- You know the work you are looking for.
- **Your resume is fine tuned.**
- You have a link to your portfolio (as applicable).

# Dance

## LinkedIn Sections



1. Profile Picture
2. Headline
3. Sections
4. About
5. Featured
6. Dashboard
7. Activity
8. Background
  - Experience/ Education/ Volunteer
9. Accomplishments
10. Interests
11. Skills & Endorsements
12. Recommendations



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**PHOTO:** It doesn't have to be fancy - just use your cellphone camera in front of a plain background. Wear a nice shirt and don't forget to smile!

**HEADLINE:** Tell people what you're excited about now and the cool things you want to do in the future.



**Ann Marie Leahy**  
Employer Relations at Santa Monica College  
Santa Monica, California, United States · [332 connections](#) · [Contact info](#)

[Open to](#) [Add profile section](#) [More...](#)

Show recruiters you're open to work — you control who sees this [Get started](#)

Share that you're hiring and attract qualified candidates. [Get started](#)

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**SUMMARY:** Describe what motivates you, what you're skilled at, and what's next.

## About



This is a sample LinkedIn Profile for Santa Monica College Students, put together by Ann Marie Leahy, Career Services Advisor at Santa Monica College. This LinkedIn account is a networking opportunity for employers looking to hire SMC students and students interested in getting their foot in the door. Notice of some of the events held by the ... see more

# Dance

## Featured

Showcase your work by featuring your best posts, documents, media, and websites.

[Add featured](#)



# Dance

## Featured

**Bachelor of Science, Interaction Design** Santa Monica College – February 2016 – June 2018  
Santa Monica, CA

### work experience

**Jr. UI / UX Designer** Santa Monica, CA  
ArtStation, Inc. – June 2019 – Present  
• Provided a partnership with product managers and designers to redesign the ArtStation homepage.  
• Worked on reimagining the user flow of the Daily Discover feed.  
• Designed UI, UX, and interactive design for the ArtStation Explorer App.  
• Designed a brand identity for the ArtStation app program with promotional assets.

**UX Designer Intern** Pasadena, CA  
ADP, LLC – February 2019 – May 2019  
• Worked within a team of UX designers and developers to define the user model and user interface for new and existing enterprise applications. In addition, participated in user testing to gauge the usability of new and current products and make constructive suggestions for improvements.

**Project Manager / UX Designer** Santa Monica, CA  
Real Radio, Inc. – February 2019 – May 2019  
• Identified user needs and created comprehensive research to create a fully program for students.  
• Managed a team of 100+ students to build, maintain, and support the design process.  
• Applied design thinking methods to understand the user, challenge assumptions, and define needs.  
• Created the Real Radio Club that is a weekly and semi-weekly with the support of faculty members.

### academic experience

**UX/UI Designer** Santa Monica, CA  
Studio Arts Portfolio (Project) – December 2017 – February 2018  
• Redesign a mobile application for an online user interface to deliver a more usable and delightful experience for users and increase discoverability.  
• Used a user-centered design approach to understand the user, challenge assumptions, and define needs.  
• Developed and designed mobile interfaces for testing usability and feasibility.  
• Developed and maintained data persistence to support mobile interface branding.

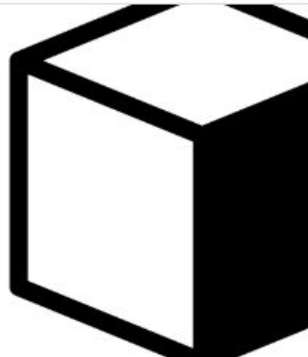
**Product Designer** Santa Monica, CA

mandez Resume.pdf



U.S Army P.M.C.S Mobile App  
[gd75mannyhernandez.wordpress.com](http://gd75mannyhernandez.wordpress.com)

This concept is a mobile application that facilitates preventive maintenance and...

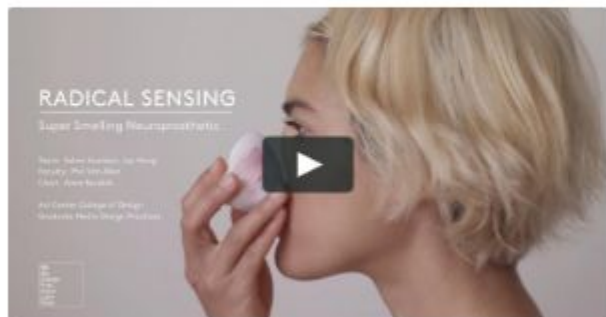


Manny's Portfolio  
Manuel Hernandez

Here's a look at my projects.

# Dance

## Featured



### Radical Sensing, Presentation

Vimeo

Radical Sensing is a body of work at the intersection of wearable technology, olfaction and performance research. This is a video of our presentation given at the Microsoft Design Expo 2016. We are proud to share that Radical Sensing was awarded "best..."

# Dance

## Your Dashboard

*Private to you*

 All Star

35

Who viewed your profile

186

Post views

15

Search appearances



### Salary insights

See how your salary compares to others in the community

# Dance

## Activity

303 followers

[See all](#)



### Building products with Inclusion in Mind

Roy shared this

4 Reactions



### PMA.la panel

Roy shared this

1 Reaction



### PMA LA event @ Google LA. I'm excited to participate in the workshop and to...

Roy shared this


9 Reactions







### Informational interviews are most definitely beneficial. I plan to conduc...



Roy commented



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**Background** 

 **Work experience**   
4 positions on your profile

 **Education**   
1 school on your profile

 **Licenses & Certifications**   
Showcase your expertise with  
your credentials

 **Volunteer experience**   
Highlight your passions and  
how you like to give back



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**EXPERIENCE:** List the jobs you held, even if they were part-time, along with what you accomplished at each. Even include photos and videos from your work.

## Experience



### Mobile App design student project

Santa Monica College

Sep 2015 – Dec 2015 · 4 mos

Santa Monica, CA

Assigned to design a mobile app meant to be a shared economy.

Based on on-campus interviews of students, we uncovered a need for affordable text books.

Developed a mobile platform for students to provide and receive textbooks.



# Dance


### Edit experience ✕

-

Country-specific employment types

[Learn more](#)

Company \*

 Santa Monica College

Location

Santa Monica, CA

I am currently working in this role

Start Date \*      End Date \*

September 2015      December 2015

Description

Assigned to design a mobile app meant to be a shared economy.  
Based on on-campus interviews of students, we uncovered a need for affordable text books.  
Developed a mobile platform for students to provide and receive textbooks.

Media

Add or link to external documents, photos, sites, videos, and presentations.

[Upload](#)      [Link](#)

[? Supported formats](#)

We no longer share changes to past positions with your network. [Learn how these are shared and when](#)

[Delete](#)      [Save](#)

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**EDUCATION:** Starting with college, list all the educational experiences you've had - including summer programs.

## Education



**Santa Monica College**

High School, Business Administration and Management, General  
2015 – 2017



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## ☐ VOLUNTEER EXPERIENCE & CAUSES:

Even if you weren't paid for a job, be sure to list it. Admissions officers and employers often see volunteer experience as just as valuable as paid work.



### Volunteer Experience & Causes

#### **Big Buddy**

Skyline High School

















September 2012 – May 2013 (9 months) | Education

Mentored an Oakland high school student through the college application process, helping him get into his dream school.

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## Accomplishments



- Publications**  
 List your published work and be found 7x more 
- Patents**  
 Showcase your innovation and expertise 
- Courses**  
 List coursework from your prior or continuing education 
- Projects**  
 Add compelling projects to demonstrate your experience 
- Honors & Awards**  
 Feature the recognition 
- Test Scores**  
 If you excelled in an exam, you can list your score here 
- Languages**  
 Show how you can be a fit for a job or overseas opportunity 
- Organizations**  
 Show your involvement with communities that are important to you 

## Accomplishments

### 21 Courses

C Programming • Cognitive Psychology • Cultural Anthropology • Game Studies • Identity Branding  
• Interactive Storytelling • Intercultural Communication • Interpersonal Communication • Mass  
Communications • Mobile Design • Motion Graphics • Organizational and Small Group Communication  
• Principles of Marketing • Product Design • Project Management for Design • Public Speaking  
• Sociology • Tangible Interaction • Typography Design • User Experience Design...

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### 4 Projects

Red Bull TV App • City Park Product Design • Parkup Mobile App • Postmates Fleet Mobile App Redesign

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### 2 Languages

English • Spanish

---

### 1 Organization

Santa Monica College IxD Club

# Dance

## Interests



**Birchbox**

73,731 followers



**The Honest Company**

92,314 followers



**International Schools Services**

26,247 followers



**Interaction Design Association**

115,461 members



**TOMS**

74,861 followers



**Premium Career Group**

1,804,779 members

[See all](#)

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**RECOMMENDATIONS:** Ask managers, professors, or classmates who've worked with you closely to write a recommendation. This gives extra credibility to your strengths and skills.

## Recommendations

Ask for a recommendation

[Recommend Lindsey](#)

Received (2)

Given (1)



### Cleo Moloney

Executive Director,  
Integrated Marketing at Pop  
TV

August 2, 2012, Cleo reported  
directly to Lindsey

I would not be succeeding in my current role if it weren't for Lindsey. She took me under her wing from the very first day I started at The Regan Group, and quickly taught me everything I needed to know about the world of marketing and promotions. Lindsey is a true force to be reckoned with - she is wise... See more



### Natalie Petersen, MCC

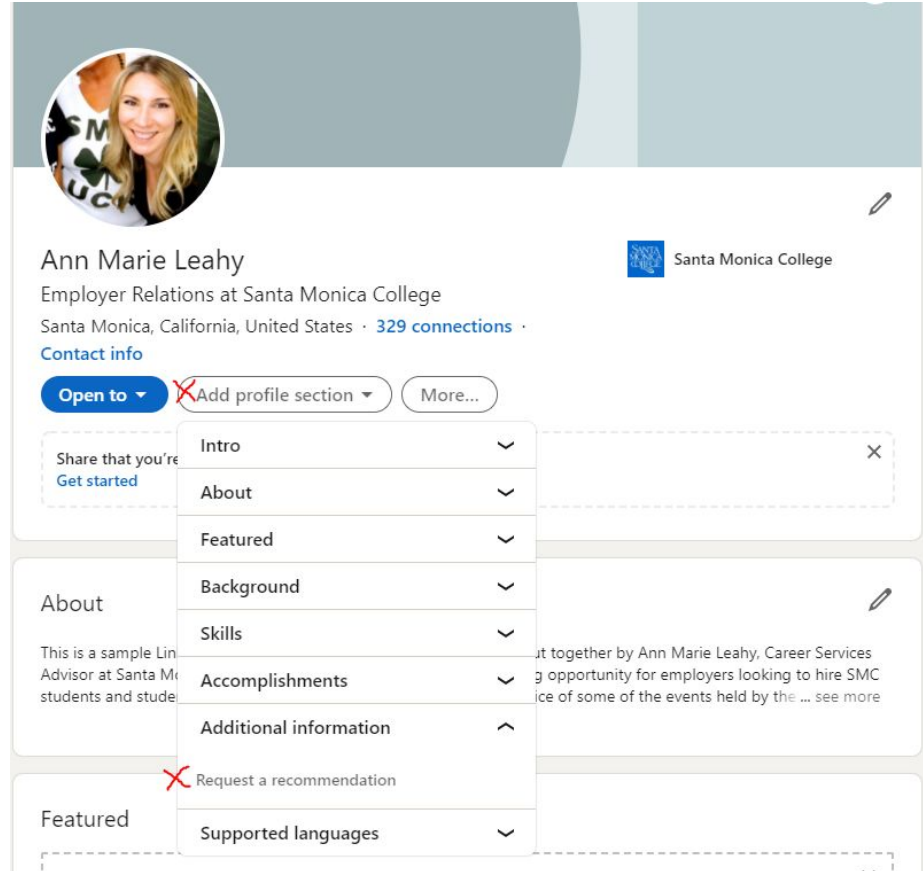
Marketing + Sales  
Professional | Skilled at  
Relationship Sales + Client  
Success Planning | Decision  
Maker + Influencer

September 2, 2011, Natalie was  
senior to Lindsey but didn't  
manage directly

Lindsey can be summed up in one word: POWERHOUSE! What a talented young woman. We are blessed to have her on the TRG team. I've had the pleasure of working side by side in the trenches with her, and I've watched from the sidelines as she's worked with others. She's a champion at managing details. She's a ... See more



# Dance



The image shows a LinkedIn profile for Ann Marie Leahy. At the top left is a circular profile picture of a woman with blonde hair. To the right of the picture is a blue logo for Santa Monica College. Below the picture, the name "Ann Marie Leahy" is displayed, followed by "Employer Relations at Santa Monica College" and "Santa Monica, California, United States · 329 connections · Contact info". There are three buttons: "Open to" (blue), "Add profile section" (with a red X), and "More...". A dropdown menu is open over the "Add profile section" button, listing: "Intro", "About", "Featured", "Background", "Skills", "Accomplishments", "Additional information", "Request a recommendation" (with a red X), and "Supported languages". The profile content is partially visible, showing an "About" section with the text "This is a sample Lin... Advisor at Santa M... students and stud..." and a "Featured" section with the text "ut together by Ann Marie Leahy, Career Services... g opportunity for employers looking to hire SMC... ice of some of the events held by the ... see more".

Ann Marie Leahy

Employer Relations at Santa Monica College

Santa Monica, California, United States · 329 connections · [Contact info](#)

[Open to](#) ~~✗~~ Add profile section [More...](#)

- Intro
- About
- Featured
- Background
- Skills
- Accomplishments
- Additional information
- ~~✗~~ Request a recommendation
- Supported languages

Share that you're [Get started](#)

About

This is a sample Lin...  
Advisor at Santa M...  
students and stud...

ut together by Ann Marie Leahy, Career Services...  
g opportunity for employers looking to hire SMC...  
ice of some of the events held by the ... see more

Featured

# Dance

**SKILLS & EXPERTISE:** Add at least 5 key skills - and then your connections can endorse you for the things you're best at.

## Skills & Endorsements

Add a new skill



Take skill quiz

### Social Media · 1

Ojen Shammasian has given an endorsement for this skill

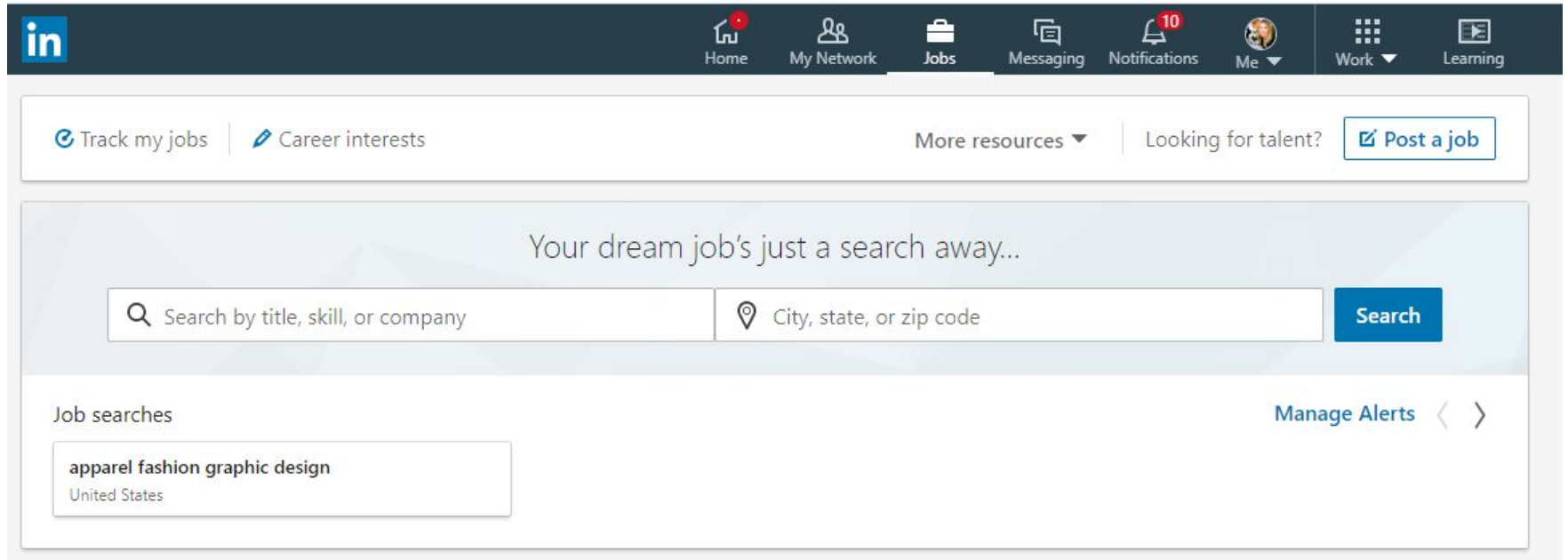
### Customer Service

### Sales

Show more

# Dance

## Search for Opportunities



The image shows the LinkedIn Jobs search interface. At the top is a dark navigation bar with the LinkedIn logo and icons for Home, My Network, Jobs, Messaging, Notifications (with a red badge showing 10), Me, Work, and Learning. Below this is a white header area with links for 'Track my jobs' and 'Career interests', a 'More resources' dropdown, 'Looking for talent?' text, and a 'Post a job' button. The main section features a light blue background with the text 'Your dream job's just a search away...'. Below this is a search bar with two input fields: 'Search by title, skill, or company' and 'City, state, or zip code', followed by a blue 'Search' button. At the bottom, there is a 'Job searches' section with a 'Manage Alerts' link and navigation arrows. A search result is displayed in a box: 'apparel fashion graphic design' with 'United States' below it.

[Track my jobs](#) | [Career interests](#) | [More resources](#) | [Looking for talent?](#) [Post a job](#)

Your dream job's just a search away...

[Search](#)

Job searches [Manage Alerts](#) < >

**apparel fashion graphic design**  
United States

# Dance

## **Additional LinkedIn Resources**

<https://university.linkedin.com/linkedin-for-students>

# Next Steps

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- Create a compelling profile.
- Follow companies and groups you are interested in.
- Grow your network.

**Outreach**

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If you identify a potential mentor introduce yourself in the following way:

Dear Ms. Johnson,

I am currently a dance student at Santa Monica College. I am very interested in the work you have done at XYZ company. I was wondering if I could ask you a few questions about the industry and your experiences. Would it be possible for me to speak with you on the phone, via email, or meet with you in person for about 15 minutes at your convenience? Please let me know.

Sincerely, Kim Clark

**SOMETIMES PEOPLE DON'T REPLY.**



**Follow up**

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## **Thank you Letters are a must!!**

Thank you letters should be **sent within 24** hours of your conversation.

For Example:

Dear Ms. Johnson,

Thank you for taking the time to speak with me yesterday. The information I learned was invaluable and will help me as I pursue a career in dance. I found the way you approach your work inspiring and I greatly appreciate the resources you recommended. Your drive and passion has increased my interest.

Thank you, Kim Clark

# Conversation Plan

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**Keep your conversations professional, positive and focused on the industry.**

Below are some suggested topics:

- Industry trends (Industry events you attended or articles you read via: Professional Associations or publication or on LinkedIn).
- Current company objectives.
- Exciting and relevant projects you have worked on at school or personally.
- Hobbies or interests that are relevant to the industry you are interested in working in.
- Share thoughts on the subject of the gathering.
- Most importantly, you must ask questions! You are there to learn and share and grow and build your professional network.

# Dance

## Don't

- Complain or bring up anything overly personal.
- Dive into your life story.
- Go on about experience that is unrelated to the industry.
- Monopolize anyone's time.

**Questions?**  
**Ask them!**

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## Questions you could ask:

- What do you like best about your job?
- What is the hardest part of your job?
- Where do think the industry is headed?
- What do you want to do next?
- What advice do you have for me to get into your industry?
- What inspires your work?
- Where did you go to school? Did you like your school and why or why not?

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- What made you decide to pursue this profession?
- What is a typical day like for you?
- What are important skills needed for this job?
- What books/journals/associations would you suggest I explore for further information?

DO NOT ask the person how much money they make.



**Show Your Work**

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## If the conversation is going well:

- Offer to show them your work on the spot and get their feedback
- Ask them if they would mind setting up a time to reviewing your work and providing feedback if yes:
  - ask how would they like to be contacted?  
(If they say via LinkedIn or social media, email add them on the spot).
  - ask when they would they like to be contacted?  
(they may have more time in Spring than in Fall. You can calendar a check in, based on their response.)

# Networking Resources

# Dance

## Professional Associations

Join or follow a Professional Association. Industries have Professional Associations are a great source of information for industry trends and tips. Members can attend workshops and network. You should familiarize yourself with the requirements for membership, and try to volunteer or participate in any open access events to build your network.

- **The American College Dance Association** [https://www.acda.dance/?page\\_id=2597](https://www.acda.dance/?page_id=2597) exists to support and affirm dance in higher education through regional conferences, the adjudication process, and national festivals. They are host to the National College Dance Festival.
- **The American Guild of Musical Artists (AGMA)** <https://www.musicalartists.org/> is the American labor union that represents about 8,000 active and retired dancers. Dancers who join unions, such as the American Guild of Musical Artists, are entitled to collective bargaining services that can ensure a minimum salary. Additionally, members can be informed of local auditions in their area of expertise.

# Dance

## Professional Associations (cont.)

- **Dancers Alliance** <https://www.dancersalliance.org/>  
We advocate for equitable rates and working conditions for non-union workers and represent the dance community on union boards and committees
- **Actors Fund** <https://actorsfund.org/>  
We advocate for equitable rates and working conditions for non-union workers and represent the dance community on union boards and committees
- **Fractured Atlas** <https://www.fracturedatlas.org/>  
We help individual artists and arts organizations at every level of the cultural ecosystem, in every creative medium by providing fundraising tools, educational resources, and personalized support.
- **Dance USA** <https://www.danceusa.org/>  
Dance/USA champions an inclusive and equitable dance field by leading, convening, advocating, and supporting individuals and organizations

# Dance

## Trade Publications or Blogs

Stay on top of industry trends and learn from successful industry leaders.

- **The Working Dancer** <https://www.theworkingdancer.com/>  
is an online career center for dancers. We share career tips and valuable resources to help dancers build sustainable careers.
- **Dance Informa** <https://danceinforma.us/directories/dance-jobs/>  
offers free accounts to receive monthly magazine updates, access audition listings, access dance event listings and enter giveaways!
- **Dance Magazine** <https://www.dancemagazine.com/>  
is an influential American trade publication for dance that has the latest industry news, mentor tips and audition listings.
- **Dance Spirit** <https://www.dancespirit.com/>  
find an extensive list of dance competitions.

# Dance

## Showcases & Competitions

Participating in showcases and competitions is a good way to improve your skills, get noticed, network and have fun!

- **Dance Spirit** <https://www.dancespirit.com/>  
Find an extensive list of dance competitions.
- **Choreographer's Carnival** [www.choreographerscarnival.com](http://www.choreographerscarnival.com)  
The hottest dance show by top professional Choreographers & Dancers in the music, video & film industry!! All the agencies send representatives to every show.
- **Club Jete:** <https://www.instagram.com/clubjete/?hl=en>  
Follow their instagram and stay on top of all of their events!

**Support @ SMC**



# Dance

## Classroom Support

### DANCE 70, DANCE STAGING TECHNIQUE

This course is designed to develop stage production skills for dance performances. Students will learn how to transfer a dance work from the rehearsal studios to a professional stage, using the elements of staging, lighting, scenery/props, and make-up for various styles of dance productions. Students will also learn about the process of touring with a production, site selection and fundamentals of arts management.

## Career Services

**Phone:** 310.434.4337

**Email:** careerservices@smc.edu

**Webpage:** <http://smc.edu/careercenter>

**Instagram:** <https://www.instagram.com/smccareercenter/>

**YouTube channel:** [https://www.youtube.com/channel/UChad0JT9Mzqip03jTmL8\\_zg/playlists?view\\_as=subscriber](https://www.youtube.com/channel/UChad0JT9Mzqip03jTmL8_zg/playlists?view_as=subscriber)

## Academic Counseling

For information on the program, assistance creating your educational plan, or exploring transfer preparation visit the SMC Counseling Center:

<http://smc.edu/student-support/academic-support/counseling/contact.php>

There are different counselors and programs available to serve all needs. Once on the web page, you can make an appointment or see a counselor on a drop-in basis by clicking on:

- The General Counseling & Transfer Services link or
- The link to any special programs that you are a member of.

**Thank you.**