

# WHO YOU KNOW MATTERS

## NETWORKS AND RELATIONSHIPS

— not just skills and academics alone —

## OPEN DOORS TO OPPORTUNITY



FIONA

Emily's childhood best friend has been an important source of support through her high school experience. At Fiona's encouragement, Emily enrolls in several Advanced Placement courses alongside her friend during her senior year. The two study together each week, and Fiona offers a shoulder to lean on when Emily feels stressed and overwhelmed during the college application and decision-making process.



MS. ADAMS

One of Emily's favorite high school teachers serves as a mentor to her as she considers what to do after high school. Ms. Adams talks with Emily about her own journey attending a two-year community college before transferring to a four-year college, and suggests colleges in the area that she thinks Emily should explore given her interests — including the school that Emily ultimately decides is her top choice.



AUNT ELIZABETH

Emily has always had a close relationship with her Aunt Elizabeth, who owns her own small business in town. The hours Emily has spent helping her aunt at her store since childhood shaped her desire to one day become a business owner herself. Aunt Elizabeth's advice has been particularly inspiring for an aspiring female entrepreneur.



EMILY



BENJAMIN

Emily meets Benjamin, a student two years older than her, in one of her high school classes. Benjamin goes on to enroll in the college that Emily is also interested in attending. He introduces her to a student in the college's undergraduate business school, who offers Emily advice to strengthen her application.



DAVID

Emily takes a pottery class outside of school, where David is her instructor. Recognizing her talent and passion, David helps connect Emily to others who share her interest and offers ideas about how to expand and start to sell her work. Through his help, Emily is able to explore her identity and build community in the art world, connecting to her broader occupational identity and nurturing her interest in one day building her own business.



CARMEN

Emily participates in a work-based learning opportunity during high school at a local company, where she is supervised by Carmen. Later, after Emily has completed her first year of college, she reaches out to Carmen for advice on how she should consider spending her summer. Carmen encourages her to apply to a summer internship at a different department within the company and recommends her to the hiring manager.

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