



WHO DO YOU KNOW?

YOUR NETWORK BRAINSTORMING WORKSHEET

The **more people you connect** with in your job search, **the more help you can get with your job search**. This worksheet is designed to help you **identify** your contacts in your network. Print out this worksheet and write in the specific names of people you know within each of the areas listed.

PERSONAL CONTACTS

List friends, relatives, parents of children's friends, parents of your friends, relatives of friends, club members, associations, military service personnel, sorority/fraternity, cousins, neighbors, and sports team members.

BUSINESS CONTACTS

List current co-workers, previous co-workers, previous managers, consultants, vendors, suppliers, retirees, seminar/conference/workshop attendees, business owners, competitors, clients, customers, venture capitalists, members of industry associations, contacts you make at conventions and job fairs.

THIRD-PARTY CONTACTS

List accountants, doctors, real estate brokers, financial advisors, bankers, attorneys, dentists, mortgage bankers and brokers, insurance agents, travel agents, angel investors, venture capitalists.

EDUCATIONAL CONTACTS

List elementary, middle, and high school friends and teachers, college classmates and friends, alumni association contacts, graduate school classmates, other alumni of your schools, university career-placement office staff, and former professors and advisors.

COMMUNITY CONTACTS

List civic and political leaders you know, librarians, clergy or ministers, Chambers of Commerce members, members of community groups (Kiwanis, Rotary, Scouts), people you meet while volunteering, and health club members.

TOP 10

Next, prioritize your list. From your entire list of contacts, **who are the 10 people you should contact first? Who can help you the most?**

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