



Networking Action Plan

Step 1

My goal for networking:

Step 2

1. List sources of information, guidance and advice that already exist in your network:

2. Name those who have provided the greatest contributions to your professional development in the last couple of years and who you can still contact for help.

3. Identify colleagues and others who give reliable, impartial advice, who can act as sounding boards.

Step 3

What You Want	What You Can Give

Step 4



What I will do differently/better/more consistently next time I'm in a networking situation or event:

Step 4-B

Contact	My approach	How I will contact them	When

Step 5

For my 3 key contacts, how I will build and sustain the relationship:

1. _____
2. _____
3. _____

For more on Strategic Networking purchase *You Can't Do It Alone: Building Relationships for Career Success*, by Amy Glass & Marjorie Brody.

www.brodypro.com