

Connect the Dots

Part 1: Individual Networking Connections

Go through your database of contact, and write down the name of any **individual** with whom you have a relationship and who you think might be able to help you further your career or business goals right now.

Please enter the number dots to indicate the nature of your relationship to the individual.

- One dot indicates that you share/attend the same place of worship; hairdressers; workout gym; social clubs, see them at community events.
- Two dots mean that you regularly see them at social events, would have lunch once a year or have mutual friends.
- Three dots show that you might invite the individual to your home for tea/cocktails/ dinner; play golf or tennis; they would come to family celebrations.

<u>Contact Name</u>	<u>Opportunity</u>	<u>#of Dots</u>

For more helpful networking tools, tips and resources, visit <http://networkingahead.com/> or contact Kathy McAfee, America's Marketing Motivator at **(860) 408-0033** or via email at: Kathy@MarketingMotivator.net

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Part 2: Corporate Networking Connections

Go through your database of contact, and write down the name of any **corporate or organizations** with whom you have a relationship and who you think might be able to help you further your career or business goals right now.

Please enter the number dots to indicate the nature of your relationship to the individual.

- One dot indicates that you share/attend the same place of worship; hairdressers; workout gym; social clubs, see them at community events.
- Two dots mean that you regularly see them at social events, would have lunch once a year or have mutual friends.
- Three dots show that you might invite the individual to your home for tea/cocktails/ dinner; play golf or tennis; they would come to family celebrations.

<u>Corporation</u>	<u>Opportunity</u>	<u>#of Dots</u>

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