

5 Steps to Great Networking

- 1. Identify your Networking objective** (Find a new role within my company, Find a new role outside my company, identify mentors/advisors,...).
- 2. Choose 2 people with insights or relationships that support your objective.**
- 3. Reach out and ask for a 20-minute meeting.**
- 4. Prep for the meeting** (I suggest reading ["The 20-minute Networking Meeting"](#)).
- 5. Always get names of 2 additional people you might speak to from each meeting.**

Networking Objective:			
Persons to Network with:	Target Date	Actual Date	Next Step(s). Key Take Aways
#1			
Referral 1a			
Referral 1b			
#2			
Referral 2a			
Referral 2b			
#3			
Referral 3a			
Referral 3b			

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