

Guide #16: Build a Support Network

Print this sheet and complete it as you go through the lesson. Save this information...it holds some of your clues to career success.

Why Networking Works (Video)

Reason	Why is this important
<i>Gets you in front of people</i>	
<i>People like to help</i>	
<i>It's self perpetuating</i>	
<i>Gain information about yourself</i>	
<i>Leaves a lasting impression</i>	

Your Network: Write down some of the people in your network.

Family Friends: _____

Your Friends, Teachers, Bosses: _____

Past employers, Community Contacts: _____

Networking Introduction: Before you email, call or meet a contact, make sure you are clear about this information.

Who are you and how are you connected to the person you are contacting? _____

What do you want? _____

What is your background? _____

Who you know gets you into the door, what you know keeps you there!