**Description of a Networking Plan**

Your mission is to identify people who can help you learn, help point you to resources, or introduce you to someone else. As a result of your work setting your Job Search Goal, you now have a clear bull’s-eye for your job search. This plan will focus your networking efforts on the right people or events based on your goal.

Steps for building a great Networking Plan:

1. List People You Know. Look at your Outlook Contacts, your stacks of business cards, recent email communications, and put them in the following categories:

* Current and Past Peers
* Current and Past Managers or Mentors
* Peers or Friends in Other Organizations
* Contacts from Industry Organizations
* Customers, Partners, and Competitors

1. Now, list New People to Contact. These people should help fill in the gaps of your prior list or those with complementary competencies and experiences. If you don’t know their specific name, put the title or position type (venture capitalist, industry spokesperson, etc.). Take your Cut the Crap (CTC) Goal Profile work and be sure to consider people inside the companies you want to work for. You need to meet people who work in the organization you’re interested in. Meeting them does not mean that they will hand you jobs. Hopefully, they will give you some insight and advice and possibly offer to meet with you.
2. Finally, and since networking is a two-way connection, list what you can offer in return.   
   How can you show appreciation—make introductions to others, give recommendations or feedback, volunteer help, etc.?

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| **My Job Search Networking Plan** |

*Cut the Crap (CTC) Networking Plan*

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| **Job Search Goal**  (Function, industries, target companies, cities, job titles) | **People I Know** *(Those who could help you learn or grow in some way, point you to resources, introduce you to someone else, or mentor you)* | **New People to Find**  *(Those with complementary competencies, experiences, can help fill in gaps, etc. Could be a title without a name.)* |
|  | **Current and Past Peers** | **2.**  **3.**  **4.**  **5.**  **6.** |
| **Friends and Family** |
| **Current and Past Managers or Mentors** |
| **Peers or Friends in Other Organizations** |
| **Contacts from Industry Organizations** |
| **Customers, Partners, and Competitors** |