# KNOW YOUR NETWORK WORKSHEET

**Personal**  

| Family | Go beyond your immediate family  
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<td>- Who did you see at the last holiday party or reunion?</td>
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|Friends | Include friends from other periods of your life  
|        | • Grade school, high school, college, graduate programs,  
|        | • Book clubs, poker night, connections groups,  
|        |     intramural sports groups  |
|Distant Contacts | Think of past events that you hosted  
|        | • Review wedding or shower guest lists  
|        | • Your holiday card list  
|        | • Sorority/fraternity sisters/brothers  
|        | • Ask your event coordinator for past campaigns, donor lists,  
|        |     or team rosters  
|        | • Anyone who you recently supported in a charity event  |

**Community**  

| How are you involved in your community?  
|----------------------------------------|  
| • Neighbors  
| • Volunteer activities/organizations  
| • Your children’s activities  
| • Civic or religious organizations  
| • Facebook groups  
| • Connections on social media  |

**Daily Activity**  

| What does your average day or weekend look like? What businesses do you frequent?  
|------------------------------------------|  
| • Grocery stores, dry cleaners, gyms, salons, florist, school,  
|     coffee shop, favorite restaurant  |

**Professional Services**  

| Your accountant? Babysitter? Dentist? Think out of the box!  
|-------------------------------------------------------------|  
| • Doctors, dentist, chiropractor, physical therapist,  
|     nurses, pharmacist  
| • Accountant, attorney, real estate agent  
| • Babysitter, wedding/event planner, barber, pet groomer, vet  
| • Landlord, manager  |

**Professional**  

| Co-workers | Ask outside your department or direct contacts  
|-------------|---------------------------------|  
|             | • Outlook contacts, office directory, former co-workers  
|             |     from previous jobs or positions  |
|Business Contacts | Who would you regularly interact with?  
|                    | • Clients, partners, vendors - Where does your business  
|                    |     regularly spend money  |
|Professional Groups | Review your LinkedIn network. Think of different organizations whose meetings you attend regularly  
|                     | • Chamber of Commerce, municipal meetings,  
|                     |     networking groups  
|                     | • Industry groups, professional development  |