

Who Is In My Network?

Everyone has a network, including you.

These personal and professional relationships can help you with your career, financial or personal lives. You are also a valuable resource to these other people to help them with their goals.

Before you can get help or be of help, you need to identify who is in your network.

Directions:

- Fill in the names of the people you know who might have information, resources or connections to help you achieve your personal or professional goals.
- List only people with whom you have directly and personally met or communicated with.
- If you can think of more than three people for a category, go ahead and list more.
- If you can't think of people to fill in for certain categories, leave them blank for now. At the end of this worksheet are some tips for building your network.

How You Know Them	Their Names
Family	Name 1: Name 2: Name 3:
Friends	Name 1: Name 2: Name 3:
Neighbors	Name 1: Name 2: Name 3:
Sports and/or Hobby Activities	Name 1: Name 2: Name 3:
Networking and/or Social Club Members	Name 1: Name 2: Name 3:

Community / Political Groups	Name 1: Name 2: Name 3:
Place of Worship	Name 1: Name 2: Name 3:
College / High School Alumni	Name 1: Name 2: Name 3:
Supervisors and Coworkers	Name 1: Name 2: Name 3:
Colleagues from other Departments / Companies	Name 1: Name 2: Name 3:
Previous Employers and Coworkers	Name 1: Name 2: Name 3:
Customers / Clients	Name 1: Name 2: Name 3:
Suppliers / Business Partnerships	Name 1: Name 2: Name 3:
Trade / Professional Organization Members	Name 1: Name 2: Name 3:

Contacts from Financial Institutions (bank, insurance, etc.)	Name 1: Name 2: Name 3:
Mentors and/or Coaches	Name 1: Name 2: Name 3:
Other Activities or Organizations	Name 1: Name 2: Name 3:

- Do you know more people than you thought you did?
- Do you see areas where you'd like to strengthen your network?
- This list you have just made is only the beginning of making the most of your network.

Tips for Building Your Network:

- Keep in touch and give your time and resources to the people currently in your network. The best way to broaden your network is to maintain the connections you already have. Then, your current connections will be more willing to help you to achieve your goals.
- Ask people currently in your network if they can connect you to others who might be able to help you to achieve your goals. Also, think of ways you can help the people in your network, including introducing them to other people in your network.
- Join professional or social groups that are likely to connect you to people who might fill in the gaps in your network.
- In addition to the categories listed above, are there other ways in which you are connected to people?
 - Your spouse or partner's friends or business colleagues
 - Your children's teachers, group leaders or relatives of your children's friends
 - Members of organizations or activities you associated with in the past

Remember: Networking is about building relationships. Focus on ways in which you can help your network and then your network will help you.