

## Tool

# Know Your Network

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Who do you know, who knows someone, who knows someone in each of the fields below. Also consider who you are connected with through social media.

Accounting  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Activism  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Administrative Support  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Advertising  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Air Conditioning  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Airlines  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Animal Care  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Art  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Automotive  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Banking  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Beauty  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Broadcasting  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Care Giving  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Civil Service  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

College  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Computer  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Construction  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Counseling  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Customer Service  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Education  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Electronics  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Entertainment  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Fashion  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Fundraising  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Graphics  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Grocery  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Health  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Hotel  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Insurance  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Law Enforcement  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Legal  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Maintenance  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Management  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Media  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Nutrition  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Pest Control  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Pet Care  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Photography  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Plumbing  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Printing  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Public relations  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Recreation  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Research  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

Restaurant  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

- Science  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_
- Security  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_
- Shipping/Receiving  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_
- Social Services  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_
- Technical  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_
- Telecommunications  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_
- Telemarketing  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_
- Travel  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_
- Warehouse  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_
- Other:  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_

# Business Contacts are Everywhere

- ☆ Business section of newspaper
- ☆ Chamber of Commerce and other professional groups
- ☆ \_\_\_\_\_
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