

Networkbuilding and Mentor Search Plan

Current Network			
List the people you know whom you consider to be in your network. In the "Role/Category" column, state how you know them (friend, family, past and present co-workers, boss, colleague, etc.). In the 3 rd column, identify how they can help you (for example: can provide a job lead in their company; introduction to someone you want or need to know; mentor; financial—sponsorships, investors, etc.;). In the final column, list a date that you will follow up with them and how (e-mail, phone call, lunch, handwritten note, etc.)			
Name	Role/Category	How They Can Help You	Follow Up/Check-in
Add to my network			
List the people or a type of person you would like to have in your network. In the "Role/Category" column, state the role you would like them to fulfill for you (mentor, sponsor, boss, board member, banker, etc). In the 3 rd column, identify how they can help you (for example: can provide a job lead or a job in their company; introduction to someone you want or need to know; skills they can teach you; financial—sponsorships, investors, etc.;). In the final column, indicate how you might contact them and by when (have someone in your current network make an introduction; phone call, e-mail, LinkedIn, participate in an organization in which they are active so that you can introduce yourself, etc.)			
Name	Role/Category	How they can help you	How I will connect with the this person and by when

How I will Share with and Nurture To My Network

Make sure to consistently give to your network. Identify ways you can share knowledge, resources, and your own network. List the skills, talents and resources that you have (technical skills, professional knowledge, extensive network, organizations to which you belong, etc.) and then state how you can share (make introductions, teach, mentor, send an encouraging e-mail, share articles, books, etc.)

My Skills and Talents	Ways I can share with my network

Results

What did you accomplish when you put your plan in action? Did you contact someone on your list? Have you built a relationship with them? Have you had any positive outcomes from leveraging the people in your network (did they introduce you to someone you needed to meet? Did you get a business or career opportunity because of someone in your network? Did you get helpful advice? List those successes here!

Here's what I did. . .	This is what happened as a result. . .