

Networking Circle

Networking A-B-C

This exercise is designed to get you thinking about who you know.

Starting in the **Inner** circle, write down the names of those who are closest to you (family, closest friends).

In the next **Outward** circle write down the names of those whom you have a relationship with, but not as close.

In the last **Outer** circle write the names of those you know as acquaintances and those you know on a professional level (professor, doctor, hair stylist), but not as well as the others.

These are all **Anybody You Know**, but some may also be **Bridge Connections** and even **Contacts to Target**. Label the Bridges and Contacts to Target with B and C!

Tell Inner Circle people about your career goal, and ask them if they know anyone who does something related to your goal. If they do, ask if they would be open to introducing you so you can ask to meet for a chat over to coffee to learn about the field of work. Do the same for some of the Outward Circle people, and then the Outer Circle people as well.

This will take some time! Set a goal for yourself, maybe two coffee meetings per month, which might mean asking 4-5 people for introductions.

