

Who's In Your Network?

Personal Contacts:

- friends, relatives, parents of children's friends, parents of your friends, relatives of your friends
- club members (country club, swim club, town club, collecting club, sports club)
- common interest associations/affiliations, cultural enthusiasts, people who just found jobs
- military service people
 - e-mail lists
- holiday card list
 - distant cousins
- personal address list
 - neighbors, block-party attendees
- sorority/fraternity
 - sports-team members

Professional (Third Party) Contacts:

- accountants
- doctors
- real-estate brokers
- financial advisors
- attorneys
- bankers
- dentists
- mortgage bankers/brokers
- insurance agents
- travel agents

Business Contacts:

- current and previous associates and managers
- consultants
- vendors, suppliers, salespeople
- retirees from industry
- professional associations
- seminar, conference, and workshop attendees
- business owners
- competitors
- clients, customers
- fund raisers
- venture capitalists
- trade association
- conventions, job fairs
- merchants, bankers

Educational Contacts:

- elementary, middle, and high school friends, teachers
- college friends, alumni associations, graduate school classmates or alumni
- university career-placement office (services for alumni)
- professors, coaches, advisors
- adult education course teachers and /or classmates

Community Contacts:

- civic and political leaders
- librarians
- clergy/congregation
- chambers of commerce
- volunteer affiliations, PTA
- health-club members
- PC/Mac users groups
- local organizations; boards, scouts