



Exercise: Module 5 - Build Your Network

1. What is your goal for networking?

Networking Goal	
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2. Define how much time you can allocate to networking tactics both online and offline.

Per week?	
Per month?	





3. Identify the types of help you can offer the people you want to network with:

1.	<i>e.g. offer to help someone troubleshoot a business issue that you have experience with</i>
2.	
3.	
4.	
5.	





4. Choose 3 quick and 1 longer tactic which make most sense to your audience and your business. Write down:

- a. Why you chose each tactic
- b. What your goal is for results

Tactic	Reason	Goal
Quick 1:		
Quick 2:		
Quick 3:		
Long 1:		



