

# Networking Contact List

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Networking can result in endless possibilities. Perhaps someone you know knows someone who knows someone who knows someone, and that someone is your next employer. Or it could be your next door neighbor who helps you out, or your brother-in-law. That's the beauty of networking: It creates limitless possibilities. This list jump starts your thinking and helps to identify people you know. This isn't an exhaustive list, but it will save you time and energy. So pull out that pen and paper and start writing. If someone comes to your mind, write them down; don't exclude anyone for any reason, or you'll short change yourself.

## The Quick List

- List all college friends
- List all college professors
- List all neighbors
- List all ecclesiastic acquaintances
- List all friends
- List all relatives
- List all classmates
- List all coworkers, including management
- List all your high school teachers
- List all past employers
- List all business owners
- List everybody else that comes to mind

## Break it Down

### Recent Employment Contacts (repeat for all past employers)

- Who is the president?
- Who is the CEO?
- Who is the CFO?
- Who works in HR?
- Who are the department leads?
- Who are the project managers?
- Who is the person who sits to your left?
- Who is the person who sits to your right?
- Who is your department head?
- Who has left your company and found a new job?
- Who are the members of your team?

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- Who always works harder than everybody else?
- Who was recently laid off?
- Who always talks about following their dreams?
- Who is considered the center of gossip?
- Who stalks the employee vending machine?
- Who is considered creative?
- Who is always creating new ideas?
- Who works at the places you eat lunch?

### Education Contacts (repeat for all educational levels)

- Who is your favorite professor?
- Who is the professor of your favorite class?
- Who is the professor of your 2<sup>nd</sup> favorite class?
- Who is the professor of your 3<sup>rd</sup> favorite class?
- Who sits to your left in all your classes?
- Who sits to your right in all your classes?
- Who is the school librarian?
- Who works in the food area?
- Who works in HR?
- Who works on the yearbook or newspaper staff?
- Who is your counselor?
- Who are your class advisors?
- Who sets up internships?
- Who have you shared apartments with?
- Who have your friends shared apartments with?
- Who is your apartment manager?
- Who are the student body leaders?
- Who is the dean of your academic division?
- Who is the university's president?
- Who is the university's dean?
- Who are the student entrepreneurs?
- Who occasionally substitutes in your class?
- Who is head of the college of business?
- Who teaches entrepreneurship?
- Who are the teacher's aides?
- Who is that uncannily smart student?
- Who plays on the football team?
- Who plays on the soccer team?
- Who is on the swim team?
- Who is on the debate team?

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## Family Contacts

- Who's your daddy? (Sorry, couldn't resist.)
- Who is your mom?
- Who are your siblings?
- Who are your uncles?
- Who are your aunts?
- Who are your grandparents?
- Who are your nieces?
- Who are your nephews?
- Who are your kids?
- Who are your kid's friends?
- Who are your kid's friend's parents?
- Who are your cousins?
- Who are your god-parents?
- Who is related to you step-wise?
- Who are you spouse's parents?
- Who are your spouse's siblings?
- Who are your spouse's sibling's spouses?
- Who drives you nuts at family reunions?
- Who do you hang out with at family reunions?

## Community Contacts

- Who is the mayor?
- Who runs your Home Owner's Association?
- Who cleans your pool?
- Who owns the local bar?
- Who organizes town meetings?
- Who always has community barbeques?
- Who attends community barbeques?
- Who takes walks around your neighborhood?
- Who owns the business down the street?
- Who works at the business down the street?
- Who works at the local grocery store?
- Who is your optometrist?
- Who is your dentist?
- Who is your doctor?
- Who is your physical therapist?
- Who is your counselor?
- Who is your psychiatrist?
- Who works at the local deli?

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- Who works at the local newspaper?
- Who creates the community newspaper?
- Who raises animals?
- Who owns a garden?
- Who runs the community center?
- Who plans community activities?
- Who plans community parades?
- Who cooks a lot and hosts pot lucks?
- Who plays their music loud between 12:00 a.m. and 6:00 a.m.?

### Friend Contacts

- Who is your girlfriend or boyfriend?
- Who are your girlfriend's or boyfriend's parents?
- Who do you always share your life's story with?
- Who always wears nice clothes?
- Who works at a place you want to work?
- Who always seems happy?
- Who is your voice of reason?
- Who do you seek advice from?
- Who frequently changes jobs?

### Ecclesiastic Contacts

- Who is your bishop?
- Who is your priest?
- Who is your pastor?
- Who teaches Sunday school?
- Who heads church activities?
- Who plans church activities?
- Who collects church donations?
- Who plays church ball?
- Who always comments in class?
- Who are the local church leaders?

### Activity Contacts

- Who do you jog with?
- Who do you attend the movies with?
- Who do you swim with?
- Who do you go to the bar with?
- Who do you golf with?
- Who do you play tennis with?
- Who do you play racquet ball with?

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- Who do you go to the gym with?
- Who do you eat lunch with?
- Who do you frequent sports grills with?

## Networking Sites

- Bebo
- BlackPlanet.com
- Classmates.com
- Facebook
- Friendster
- Google Buzz
- Hi5
- Linked In
- LiveJournal
- MySpace
- Orkut
- Reunion.com
- Twitter
- Windows Live Spaces
- Xanga

## Everybody Else

List everyone else who comes to mind—everyone, even your long-lost cousin that nobody talks about.

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