NETWORK the Network



Select two people from your BRAINSTORM THE TEAM exercise and invite them for a one on one meeting in order to identify for one another potential connections in your network.

- 1. Ask your partner to prepare a list of the top 5-10 professions that typically bring them referrals.
- 2. Be sure you have your Brainstorm the Team document with you.

Your partner's name:

- 3. When you meet, ask your partner to tell you what professionals he or she needs introductions to and record them on this sheet.
- 4. Give a copy of this sheet to your partner and ask them to record the names of people YOU need to meet on the sheet.
- 5. Once you have each created a list, then discuss strategies for introducing one another to the people from the list you created

NOTE: You will not be exchanging lists with your partner. YOUR NETWORK is for your and THEIR network is for them. Introductions should only be made once the potential connection has been contacted and is interested in a meeting!

POTENTIAL CONNECTIONS