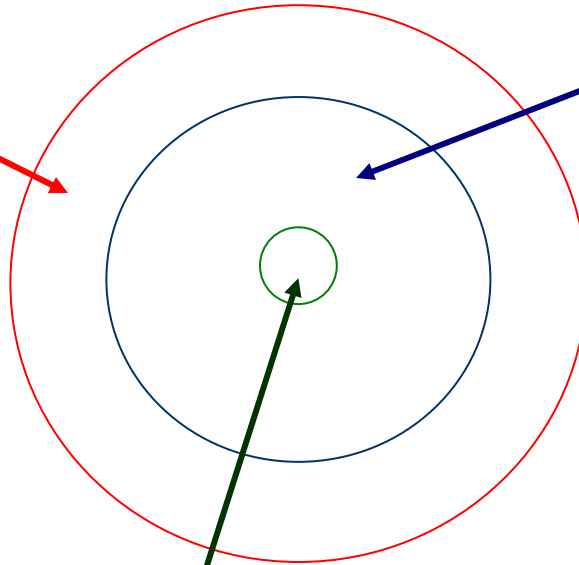


# Building Network Contacts

- A-Contacts**
- Already known to you
  - Instant rapport
  - Referrals to *B-Contacts*



- B-Contacts**
- Bridge people Information
  - Referrals to other B and to C-Contacts
  - Useful resources on information in the your field of interest.

- C-Contacts**
- Can make decisions
  - Create jobs
  - Referrals to other *C-Contacts*

# Your Existing Contact Network

Everybody has contacts. Life would be impossible without them. Your existing contact network may not contain decision makers in your career field, but a few, carefully selected people from this page will be useful as starting contacts on which to build your own career contact network.

<b>Former Employers</b>	<b>Past Associates</b>	<b>Professional/ Military Associations</b>
<b>Friends/Relatives</b>	<b>Neighbors</b>	<b>Business Owners</b>
<b>Salespeople</b>	<b>Consultants</b>	<b>Bankers</b>
<b>Lawyers/ Accountants</b>	<b>College Peers</b>	<b>Doctors/ Dentists</b>
<b>Insurance/Real Estate</b>	<b>Clergy</b>	<b>Civic Leaders/ Politicians</b>
<b>Club Members</b>	<b>Common Interest Associates</b>	<b>Met While Traveling</b>