

# Smart Networking One-Page Plan

Planning Period: \_\_\_\_\_ to \_\_\_\_\_

**1 Purpose:** Why do I want to network? What's my goal?

**2 Key Connections:** Whom do I need in my network to reach my goal?

	Who?	Why?	How?
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____
6.	_____	_____	_____
7.	_____	_____	_____
8.	_____	_____	_____
9.	_____	_____	_____
10.	_____	_____	_____

To maximize interactions, prepare a short list of questions to ask to learn more about others and uncover potential value you can provide.

**3 Pitch:** What's my standard pitch?

**4 Key Actions:** How should I focus my time?

One-Time

To setup right away:

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To do at least once during the planning period:

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Ongoing

Choose one 15-minute task to do each \_\_\_\_\_:

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Choose one 1-hour task to do each \_\_\_\_\_:

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Ad Hoc

To do as often as I can:

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To do as needed:

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