

WHAT DO YOU DO?

Networking Notes

Action Plan

Goal:

Introduction:

Make a Connection:

Ask Questions:

Exit Strategy:

Follow Up:

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RESEARCH IMPACT SERIES

SELECTED SHORTS, ABOUT YOU

Work: Technical

I am:

I do:

This is awesome/unique/amazing because:

Work: General

I am:

I do:

This is awesome/unique/amazing because:

Social: General

I am:

I do:

This is awesome/unique/amazing because:

You Pick:

I am:

I do:

This is awesome/unique/amazing because:

Do it NOW: Name, Organization, What do you want to talk about?

It's your goal, but you need to engage in their story
Who you are, what you're good at, and a call to action
Mirror body language | Be confident | Tone of Voice