



## 1,000 Cups of Coffee

COMMIT uses the phrase 1,000 cups of coffee to explain how to network or connect with others. 1,000 cups of coffee is where you will get good at telling your story over and over again. We want you to have a goal of reaching out to people to learn about what they do in their careers, volunteer work, or life. 1,000 people is used to impress upon you the importance of reaching out to a lot of people.

- Reach out to friends and family, recruiters, hiring managers, acquaintances, and connections on LinkedIn.
- Make a LinkedIn account if you have not already done so and start connecting.
- Sit down in person or over phone or video, with these connections and learn all you can.
  - ◆ Tell them your story, who you are.
  - ◆ What do they do?
  - ◆ What does their typical day look like?
  - ◆ What would someone who is in your situation right now need to do to pursue this career or endeavor?
  - ◆ What projects are they working on?
  - ◆ Tell them how they can help you. How can they help you?
- Next, ask them who you should talk to next.
- If you are comfortable with this person, ask them to introduce you to the new connection through email or on LinkedIn.

**Who can you connect with? Brainstorm ideas below:**



Contact Name	Date	Impressions/Action Items	Connections Made
1. George Washington	7/4/76	General Washington and I discussed military strategy and issues facing independence from Britain. He suggested I read Don Quixote, Treatise of Military Discipline, Meditations by Marcus Aurelius, and Plato's Republic if I have a goal to be a General someday.	General Washington is sending letters of introductions to Lafayette and Thomas Jefferson.
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