

When meeting with a New Contact, it is important to stay organized. Use this worksheet for each contact you add to your network and for every Informational Interview you set-up!

## **Steps before Meeting with the Contact:**

Step 1: W	√ho is	the	contact?
-----------	--------	-----	----------

1			
Name:			
Company:			
Job Title:			
Email:			
Phone Num	nber:		
Step 2: What	t commu	nication have you had with the contact thus far?	
	Notes:		
Step 3: Have	you sch	eduled your informational interview?	
If the answer	r is <b>Yes:</b>		
When:			
Where:			
Who:			
Notes:			



If the answer is <b>No, why not?</b>							
	Notes:						
l		*Set a Calendar Reminder!					
	After Meeting with the Contact:						
What did you take away from this meeting?							
	Notes:						
Who did they suggest you speak with next?							
Name:							
Company:							
Job Title:							
Email:							
Phone Number:							

Repeat these steps with each new contact you add, and WATCH YOUR NETWORK GROW!