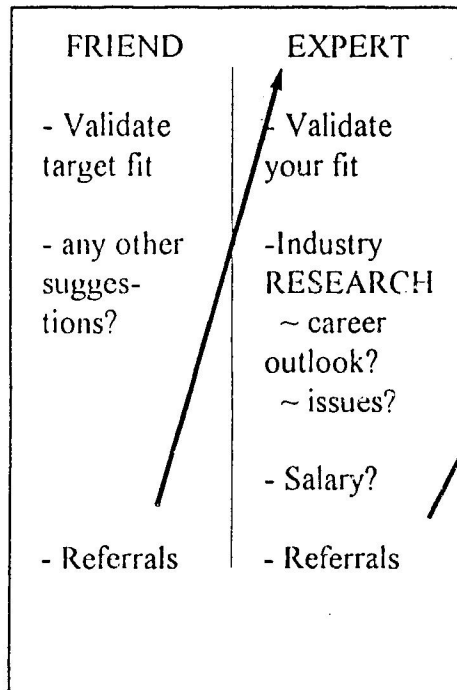


NETWORKING PROCESS

DISCOVERY

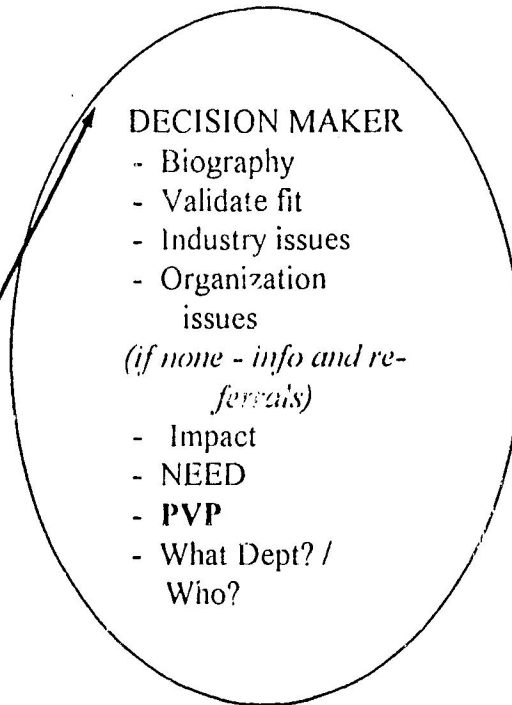
GOAL: INFORMATION & REFERRALS



THANK YOU NOTE
inc: "I will keep you informed"

POSSIBLE EMPLOYER

GOAL: NEEDS



THANK YOU NOTE
+ Rqmnts/ Abilities Comparison

NEEDS ANALYSIS

GOAL: POSITION CREATION

