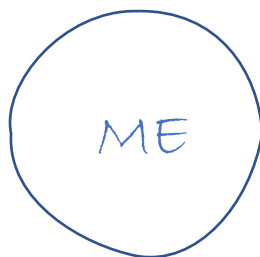


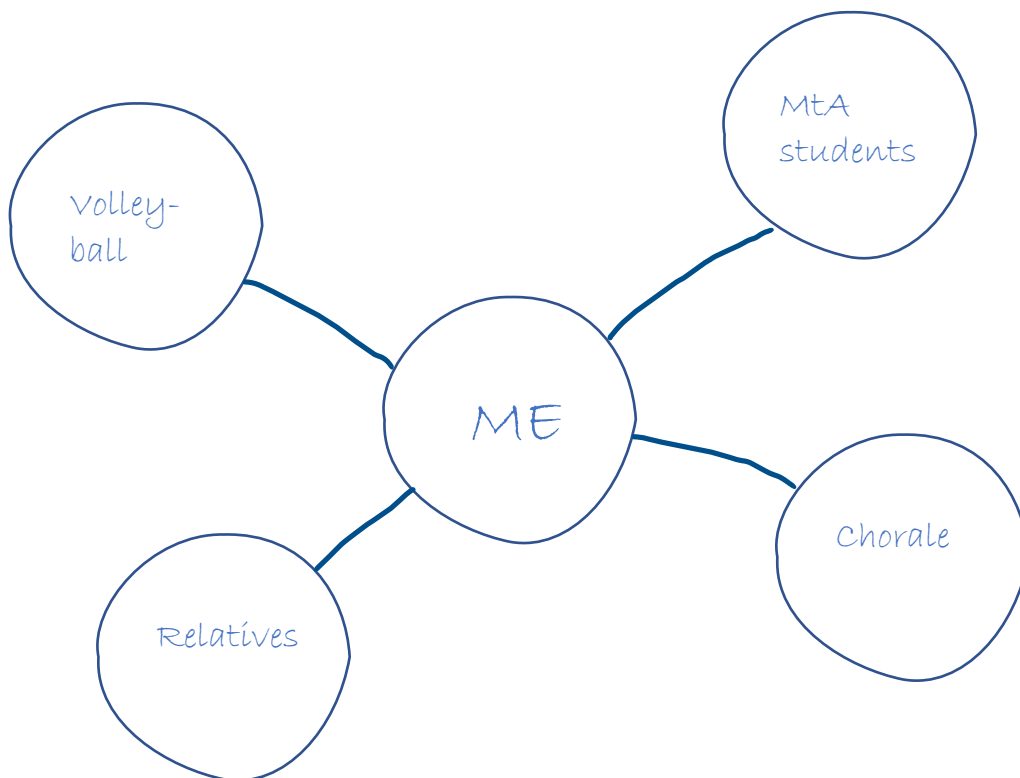
## Network Builder's Worksheet

1. In the centre of a large piece of paper, draw a circle and label it ME.

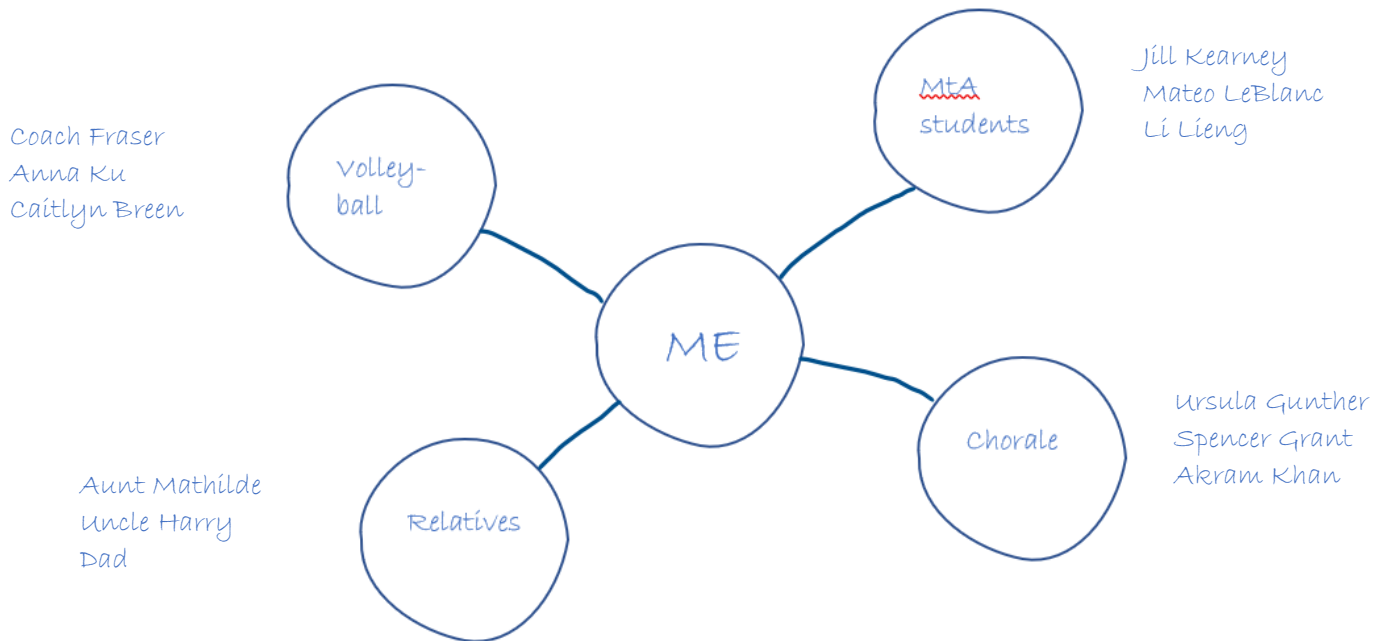


2. Around the centre circle, draw circles representing the different communities to which you belong. Connect each circle to the ME circle with a line.

One circle will be the community of Mount Allison students. Other circles might include your family, your friends from high school, connections from part-time or summer jobs, or people you know through volunteer work, sports, or hobbies.



3. Next to each community circle, identify three people who might introduce you to a prospective customer.



4. Make a plan for connecting with each of the people you've identified. Give yourself a timeline for completing your task list.

| Name          | How I'll Contact Them | Deadline for Contacting Them |
|---------------|-----------------------|------------------------------|
| Jill Kearney  |                       |                              |
| Mateo LeBlanc |                       |                              |
| Li Lieng      |                       |                              |
| Aunt Mathilde |                       |                              |
| Uncle Harry   |                       |                              |
| Dad           |                       |                              |
| Coach Fraser  |                       |                              |