Sample Networking Questions:

Tell me about your background and how you got into this particular job/industry?

What are the core components of this job? Likes/Dislikes?

What skills and experience does it take to get a (blank) job at this company/in this industry?

Given my background, any advice?

Do you know anyone doing similar work that I should connect with?

	Company/Organi zation		Locatio n	How Contact Was Found/Initiated	Contact Info	Date Contacted/Notes about Contact	Additional Contacts/Resources Given	Next Steps
	Mullen - advertising	Account Manager		LinkedIn People Search/LinkedIn Message	janedoe@st	9/29/10 - Wants to meet for coffee to talk about her background and possible internships at Mullen	year's Mullen intern	Schedule time to meet for coffee, reach out to John Doe via email
	Red Ventures - customer acquisition marketing	Sales Director	, , , , , , , , , , , , , , , , , , ,	Family friend, called work phone	(360) 500- 2222, bsmith@st martin.edu	persuasion skills were important for working at	told me to watch the Press Kit videos on their	Send updated resume by 10/30/10 - Mr. Smith will distribute to his colleagues
1 2 3 4 5 6								
7 8 9								