

Networking Checklist

You are a research and an information seeker of . . .

- ✓ Key managers in target companies
- ✓ Employees of target companies
- ✓ Persons having contacts at target companies
 - Sales representatives
 - Vendors
 - Contractors
 - Educators
 - Trade Association Officers
 - Bank Representatives
 - Insurance Company Representatives
- ✓ New products and markets
- ✓ Expansions and contractions
- ✓ Major problems

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