

Livonia Junior Chamber
January 21, 2014, 7pm
Livonia Public Library
“The Fundamentals of Networking”



After: One-to-One INFER Worksheet

Personal Information:

Name:

Company:

Birthday:

Target Market:

Interests: What do they like to do when they aren't selling widgets?

Networks: What other groups do they belong to? What other events do they attend?

Future Focus: What are their goals – professional and personal

Evolution or Epic Journey: How did they get to where they are?

Relationships: Who are their family and friends?

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Greg Peters, Superhero-in-Residence
<http://thereluctantnetworker.com>
<http://52ConnectionTips.com>

Additional Resources: <http://bit.ly/LxKN6d> OR use the QR code above OR
<http://thereluctantnetworker.com/special-gifts-LivoniaJC>