

Who is in your network?

Category	Name 1	Name 2	Name 3	Name 4
HVAC expert				
Insurance expert				
Bookkeeper				
Electrical expert				
Virtual assistant/ Office administrator				
Plumbing expert				
Members of social groups you attend				
Residential remodeler				
Conference venue contacts				
Bank loan officer				
Director of business incubator				
Business attorney				
Certified Public Accountant				
Marketing professional				

TriNet360, LLC
 gpeters@thereluctantnetworker.com
 Office: 734-545-8788

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

Instructions:

1. Write down as many individuals as you know in each category.
2. If you have to leave a category blank, then think of a current connection who might be able to introduce you to someone in that category.
3. Fill out the blank lines with categories of people that you or your customers might need access to in the future.
4. Make a habit of reaching out to one or two people from #1 and #3 each day. A quick email just to say hello will be sufficient.
5. Reach out to those in #2 to see if you can fill in some of your gaps.

Remember, your goal is to become a trusted advisor to your customers. You want them to reach out to you for any challenge they are facing.