

WORKSHEETS

Module 9: Using your network



1) What is your name?

2) List below any alumni organizations, professional organizations, medical offices, or any other group where you could offer to do a presentation. Any organization or business where you have nearly any sort of relationship is fair game--- be creative! Doing a presentation on beauty from the inside out at your favorite hair salon; or tips on exercise motivation at your health club are good possibilities!

3) Have you made a list of all the places where you would like to present, and organized it so that you easily know the receptionist's name whenever you call back periodically to check? Have you asked those places if they have a newsletter or members' guide where you can be listed? If not, why?

4) Brainstorm a list of presentations you'd like to give. Sometimes thinking of the topic first helps to stimulate ideas on the right audience.



5) Have you joined your chamber of commerce? Are you getting their newsletter? Have you contacted them to see if you could give a presentation? Are you attending their events regularly? If not, why not?

6) Have you created a newsletter? Are you adding everyone possible to this newsletter? If not, why not?

