COMPILE A DETAILED LIST OF YOUR CONTACTS

In this exercise, please list the names of people who would take a phone call from you. Please do not consider whether the person is in a position to help your career or not. Rather, list all the people in each category who would be willing to help if you asked.

Family Members
Family members are a tremendous resource. Be sure to include close family friends of your parents and relatives.

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Friends
Include parents of friends that you know well.

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Professional Contacts
Even contacts such as managers and co-workers from jobs that seem unimportant can yield great results for your contact list. You never know who they know.

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College Contacts
Include professors, academic advisors, and staff members you’ve made a connection with on this list. Like people in all the other categories, they’re likely more than willing to help.

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