

# KNOW YOUR NETWORKS WORKSHEET

## THINK OUTSIDE THE BOX

Write down ideas on who to contact and how (phone, email, Facebook fundraising, letter writing, fundraising events, etc.)

PERSONAL		
FAMILY	<input type="checkbox"/> Go beyond your immediate family <ul style="list-style-type: none"> <li>• Who did you see at your last holiday party or reunion?</li> </ul>	
FRIENDS	<input type="checkbox"/> Include friends from other periods of your life <ul style="list-style-type: none"> <li>• Grade school, high school, college, graduate programs</li> </ul> <input type="checkbox"/> Informal groups or clubs <ul style="list-style-type: none"> <li>• Book clubs, poker night, MS Connections groups, intramural sports groups</li> </ul>	
DISTANT CONTACTS	<input type="checkbox"/> Wedding or shower guest lists <input type="checkbox"/> Holiday card list <input type="checkbox"/> Sorority/fraternity sisters/brothers <input type="checkbox"/> Ask your MS event coordinator for past campaigns, donor lists or team rosters <input type="checkbox"/> Anyone you recently supported in a charity event of their own	
COMMUNITY	<input type="checkbox"/> How are you involved in your community? <ul style="list-style-type: none"> <li>• Volunteer activities/organizations</li> <li>• Your children's activities</li> <li>• Civic or religious organizations</li> <li>• Facebook groups</li> <li>• Connections on social media</li> </ul>	
DAILY ACTIVITIES	<input type="checkbox"/> What does your average day or weekend look like? <input type="checkbox"/> What businesses do you frequent? <ul style="list-style-type: none"> <li>• Grocery stores, dry cleaners, gyms, salons, doctors</li> </ul>	

PROFESSIONAL		
CO-WORKERS	<input type="checkbox"/> Ask outside your department or direct contacts <ul style="list-style-type: none"> <li>• Outlook contacts, office directory</li> </ul> <input type="checkbox"/> Co-workers from previous jobs or positions	
BUSINESS CONTACTS	<input type="checkbox"/> Who do you regularly interact with? <ul style="list-style-type: none"> <li>• Clients, partners, vendors</li> </ul> <input type="checkbox"/> Where does your business regularly spend money?	
PROFESSIONAL GROUPS	<input type="checkbox"/> LinkedIn network <input type="checkbox"/> Organizations whose meetings you attend regularly <ul style="list-style-type: none"> <li>• Chamber of Commerce, municipal meetings</li> </ul> <input type="checkbox"/> Networking groups <ul style="list-style-type: none"> <li>• Industry groups, professional development</li> </ul>	