

Key Networking Relationships: Cheat Sheet

Directions: Cultivating relationships is one of the most crucial things you can do to support your career. Use the cheat sheet and answer the prompts on page 2 to reflect on your current key relationships and to examine where you need to cultivate new ones.

The Relationships You Need

PEERS	TEACHERS	MENTORS	SPONSORS	COLLEAGUES
Internal and external contacts at your level in your industry	Internal and external contacts who help you build your skill set	Internal and external trusted advisors	Internal and external trusted advisors who advocate and support your career	Employees in your company
WHY	WHY	WHY	WHY	WHY
To gain a deeper understanding of your competitors and industry at large	To build and improve skills in a “safe” environment	To receive real-time feedback and advice, as needed	To advocate and “lift” you to new heights	To support you in your day to day company/role responsibilities

What relationships are missing from your network?

Let's Get to (Net)Work:

Fill in each box on the right with 2-3 names of relationships that you have already cultivated. Any box that has 0-1 names indicates a type of relationship that's missing from your network.

TYPE OF RELATIONSHIP	NAME(S)
Peers	
Teachers	
Mentors	
Sponsors	
Colleagues	

Networking Hit List:

For any box that had 0-1 names above, write names of people you could connect with to build your network.

TYPE OF RELATIONSHIP	NAME(S)
Peers	
Teachers	
Mentors	
Sponsors	
Colleagues	

If you're stuck, answer the following questions:

1. Who are the leaders in your current company?
2. Who are the leaders/personalities in your industry?
3. What companies are in direct competition with your current employer?
4. What skills are valued in your industry?
5. What role would you like to move into next at your current company (1-2 years)?
6. What role or position do you aspire to in your industry (3-5 years)?

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