

### ACTIVITY 3.6.3



**Exercise: Check your basics.**

**Determine the goals:**

Write down what you expect from contacts in your network?

What do you want to achieve with these contacts?

Define your goals for your networking and write them down.

**Class instead of mass:**

Check your network?

Write on who belongs to it.

Who is still missing?

**First give, then take:**

Make sure you know what you have to offer. Write it down.

**Stay on the ball:**

Check which contacts you should renew and maintain. Write it down.