



## **Rescrubbing Your Network**

- Suggest taking another look at your network and ask your self if you have turned over all the stones out there.
- I guarantee, if you do a thorough rescrub, you will end up with many valuable new contacts.

### **Personal**

- **All** the clubs you and your family belong to including the stamp, bridge and poker clubs not just country, tennis, health and swim.
- If you were in the military, reconnecting with buddies.
- The classic holiday card list.
- The family rolodex not just the business rolodex.
- Your **complete email list**. I will bet serious money there are a number of folks on there that do not know you are looking for a job.
- All sororities and fraternities you and the family have belonged to.
- Distant relatives...this could be a huge list!
- Neighbors especially the ones you prejudged like the 80 year old widower who doesn't appear to have many friends but whose grandson is now a VP.
- All the sports teams you and the family are or have been involved in. If your children have been active in sports think about their parents.

### **Professional**

- Have you asked your doctor(s) and dentist(s)?
- Accountant, real estate rep, attorneys, bankers, brokers (mortgage, financial, insurance).
- Travel agents (both business and personal).....they owe you ( ; - )

### **Business**

- Vendors, suppliers, sales people who called on you.
- Third party leasing companies.
- All consultants you have used.
- Retirees from the companies you have worked for, some stay very active on boards or as consultants.
- Dust off those attendee lists from seminars or conferences you have attended.
- Don't forget your company's competitors.
- Fund raising campaigns you were involved with.
- VC's you have dealt with.
- Business vs personal banking contacts.

### **Educational**

- Start with grade school and move through college.
- Alumni Associations can contain real gold especially the not so obvious like high school, middle school or grade school.
- **Recheck** your college and grad school data bases. They are beginning to get very sophisticated with user friendly relationship data base features.
- Adult education classes you have attended even the basket weaving course ( ; - )
- For all of these under education .....now do with your kids, wife, husband, family pets.

### **Community**

- The Mayor, even if under indictment, and counsel members.
- PTA
- The Chamber of Commerce
- Community fund raisers.
- Boy and Girl Scouts. Were you or your kids involved?
- Good idea to list all community organizations you and the family have been involved with.

**Good Luck!**