



Topic: Networking

1. Review "Circle of Support" Document
 - a. On another sheet of paper, recreate the person's circle.
2. Watch "Who Can Be In Your Circle?" Video
3. Review the "Art of Networking" presentation and follow prompts on each page
4. Review "Map Your Contacts" document
 - a. Complete "Map Your Contacts" worksheet (on another sheet of paper)
5. Review "Casual Contacts" document
6. Review "Networking Is..." documents and follow prompts
7. Review "Networking Pitch" documents and follow prompts
8. Watch "The Elevator Speech" video and discuss
 - a. What did some of the people do incorrectly? What changes could they make?
 - b. What did the last person do correctly?
9. Using the "Networking Pitch Practice" form and work with the person to come up with their own networking pitch and practice.
 - a. If the person will not use it for work, have the person brainstorm a place where they might meet someone new (Special Olympics, Best Buddies, new class)