

Review ↓

CASUAL CONTACTS

- What businesses do you or your family frequently use in your community for groceries, clothing, auto repair, home services and/or other purchases?
- Do you or your family know anyone who owns a business? Do you think they would be willing to network for or with you?



LEAD CENTER

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DISCUSSION

Discuss parameters of relationship and who it is reasonable to ask and who might not be.

Talk about how casual contacts can be used for informational interviews, how businesses you frequently use are sometimes happy to help with ideas or answer questions related to their businesses. Most people love to talk about what they do. Mention that, if people are interested in self-employment, it is really helpful to talk to other business owners about their business and experiences.