**EXERCISE 4A – Create Networking Target Lists**

**Part 1 – Your Targeted Companies List**

In the spaces below, type 100 companies you would like to target. These can be small-to-medium sized businesses or large companies and local or global organizations. Sky is the limit; don’t question or think, **just do it!**

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**Part 2 – Your Top Tier Company List**

From the companies listed above, select your short list of 5 “high interest” companies. Which one of these sparks joy or gets you excited to possibly work there (or at similar companies)? Write them below. (If you’re not feeling any joy yet, just pick the 5 that you think might be the most interesting today. You should update this list daily, until you actually find 5 that would be “high interest.”)

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**Part 3 – Using LinkedIn and phone, reach out to people who used to work at the company and ask them for a 15-minute phone call.**

**Part 4 – Expanding Your Network**

Now is the time to grow your network. Over the next 5 days you will do the following: join 50 groups and send connection invites to 50 connections. Groups can be on areas of expertise, interest, professional organizations, and more. Just join groups to get started – you can always leave them later.

Check off the box next to each task when completed so you can track your progress.

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| **Day 1** | **Day 2** | **Day 3** | **Day 4** | **Day 5** |
| * Joined 10 Groups | * Joined 10 Groups | * Joined 10 Groups | * Joined 10 Groups | * Joined 10 Groups |
| * Sent 10 connection requests | * Sent 10 connection requests | * Sent 10 connection requests | * Sent 10 connection requests | * Sent 10 connection requests |

**Congratulations! You’ve completed the Exercises for Step 4.**

**It’s time to listen to Presentation Step 5: *Prepare for Your Interview***