

Connection Identifier



NAVIGATE YOUR NETWORK TO FIND JOB OPPORTUNITIES

Referrals are one of the top ways jobs are filled. This worksheet will help you to identify jobs and companies you have connections into. Take a moment to navigate your network to find job opportunities that may be connected to someone that would be willing to help you. Once you have identified people who are connected to the companies and positions you are interested in, start to build or strengthen your relationship with them. If you find no relationship at a company, see who in your network may have a connection (LinkedIn becomes a valuable tool for this). See if you can ask for an introduction to someone in the company. Think of this as a treasure hunt, where you have to search to find the gold... and the gold is in the relationships and connections you have with others.

**LIST POSITIONS YOU
ARE INTERESTED IN:**

**LIST COMPANIES YOU
ARE INTERESTED IN:**

**LIST PEOPLE YOU ARE
CONNECTED TO WHO
WORK AT COMPANY:**
