

# Your Networking Scorecard

**PRACTICAL TAKEAWAY**

Set a baseline this week: How many 1:1s did you conduct in the last 30 days? How many referrals did you give? How many thank-you notes did you send? Write down one specific activity goal for the next 30 days.

**1:1s conducted (last 30 days)**

**Referrals given**

**Referrals received**

**Thank-you notes sent**

**New contacts added**

**My activity goal for the next 30 days**