

# REACHING YOUR NETWORK

## Discover How Many People You Really Know!

You won't be naming them individually, but this worksheet is designed to get you thinking about the many connections you have that you may not think of at first. We know or are connected to way more people than we initially think. In addition to your family, friends, and neighbors, explore who you know.

**Coworkers:** Consider your current and past jobs and the people you worked with. List those you still keep in contact with or have the contact info for.


**Committees:** If you have ever been in a Class Parent, member of a PTA, assisted in a group fundraising effort, a member of a community committee, local civic club, or organization that used email or other digital means of communication, list them here.


### Other Clubs, Groups and Connections:

Consider not just those you are a part of but those your children or parents may belong to.

- Hobby Clubs
- Sports Clubs
- Scouts/Civic Groups
- Alumni Associations
- Support Groups
- Church Connections
- Influential People (people you know that know a lot of other people)





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## Your Elevator Pitch

If you were in an elevator with someone, and only had enough time for them to get to the 4th floor, what would you say to explain who you are, what you do, what you offer, and why they would want to work with you?

Here is an example of what you need to include in your elevator pitch:

<b>Introduce yourself</b>	<i>Hi! I'm [name], a travel agent With Destination Magic.</i>
<b>Present the problem</b>	<i>Planning a Disney Vacation can be very time consuming, and sometimes overwhelming.</i>
<b>Offer the solution</b>	<i>I'm an expert in planning simply magical Disney vacations. I'd be happy to help you.</i>
<b>Explain your value proposition</b>	<i>My services are completely complimentary when you book your vacation with Destination Magic.</i>
<b>Engage your audience with CTA</b>	<i>Contact me and we can get started planning your dream Disney vacation. Here is my card.</i>

## Develop Your Pitch

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**Introduce yourself**

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**Present the problem**

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**Offer the solution**

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**Explain your value proposition**

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**Engage your audience with CTA**

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Practice your pitch so, when you meet someone, it flows naturally.