

# Networking Map

# The Power of Networking

## 3-2-1 Networking Map

*flourish.*

Networking is not about collecting contacts, it's about intentionally building relationships that support learning, growth, and opportunity.

### Complete your 3-2-1 Networking Map below:

3 people you already know - 2 people you want to meet - 1 person you are curious about

#### For each person, identify:

- Why this connection matters
- How you will reach out
- When you will take action

#### 3 People I Already Know

Person	Why	Method of Outreach (LinkedIn, Email, etc)	When will I reach out?

#### 2 People I Want to Meet

Person	Why	Method of Outreach (LinkedIn, Email, etc)	When will I reach out?

### 1 Person I Am Curious About

Person	Why	Method of Outreach (LinkedIn, Email, etc)	When will I reach out?

### Accountability Commitment

One action I will take within the next 7 days to strengthen my network:

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How I will hold myself accountable (calendar reminder, accountability partner, follow-up plan):

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Networking is about building meaningful relationships, not just collecting contacts.

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# Value Pitch

# Build Your Value Pitch

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Your value pitch is a short introduction that helps others understand who you are, what you bring, and where you're going.

Use the prompts below to craft a clear, confident introduction you can use when networking.

## Step 1 – Who Are You?

I am a \_\_\_\_\_

(e.g., student, aspiring leader, early-career professional, marketing major, software engineer, community advocate)

who is passionate about \_\_\_\_\_

(values, mission, or interests)

## Step 2 – What Do You Bring to the Table?

My top strengths or skills are:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

I am known for \_\_\_\_\_

(a quality, trait, or differentiator, e.g., problem solving, collaboration, curiosity, leadership, resilience)

### Step 3 – What Impact Have You Made?

In my recent role, project, internship, or academic experience, I:

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which resulted in:

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(learning, results, contribution, improvement, or impact)

### Step 4 – Where Are You Going?

Looking ahead, I want to:

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at an organization or in a role that:

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(values, mission, or type of impact)

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### Step 5 – Your Value Pitch

Now combine your answers into a 30-45 second introduction.

My value pitch:

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