RoRemote
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Effective Virtual Business Networking
Targets, Planner and Checklist

1/ Target Contact Details:

Name, Title, Company, Contact, Channels Used, Referral

Use your email software contacts interface to log these or an excel spreadsheet. Update these regularly, adding new targets as required.

2/ NETWORKING PROFILING / PLANNER:

Name of Target	Date	Message	Channels	Response?	Ideas

3/ CHECKLIST FOR EACH TARGET:

- In relation to a role or company to target, have I identified the right person/persons to target?

- Have I got good quality contact detail and profiling for them? Especially the particular channels they use?

- If they use Social Channels – can you engage with them there?

- Do I have an opportunity for a referral?

- Can I get in a virtual room with them? (like a large event?)

- Could I use a video to grab their attention? >> Sample here

- Subject/intro line – have I go one? Is it attention grabbing and personalised to my particular target?

- Have I asked anyone for support / feedback?