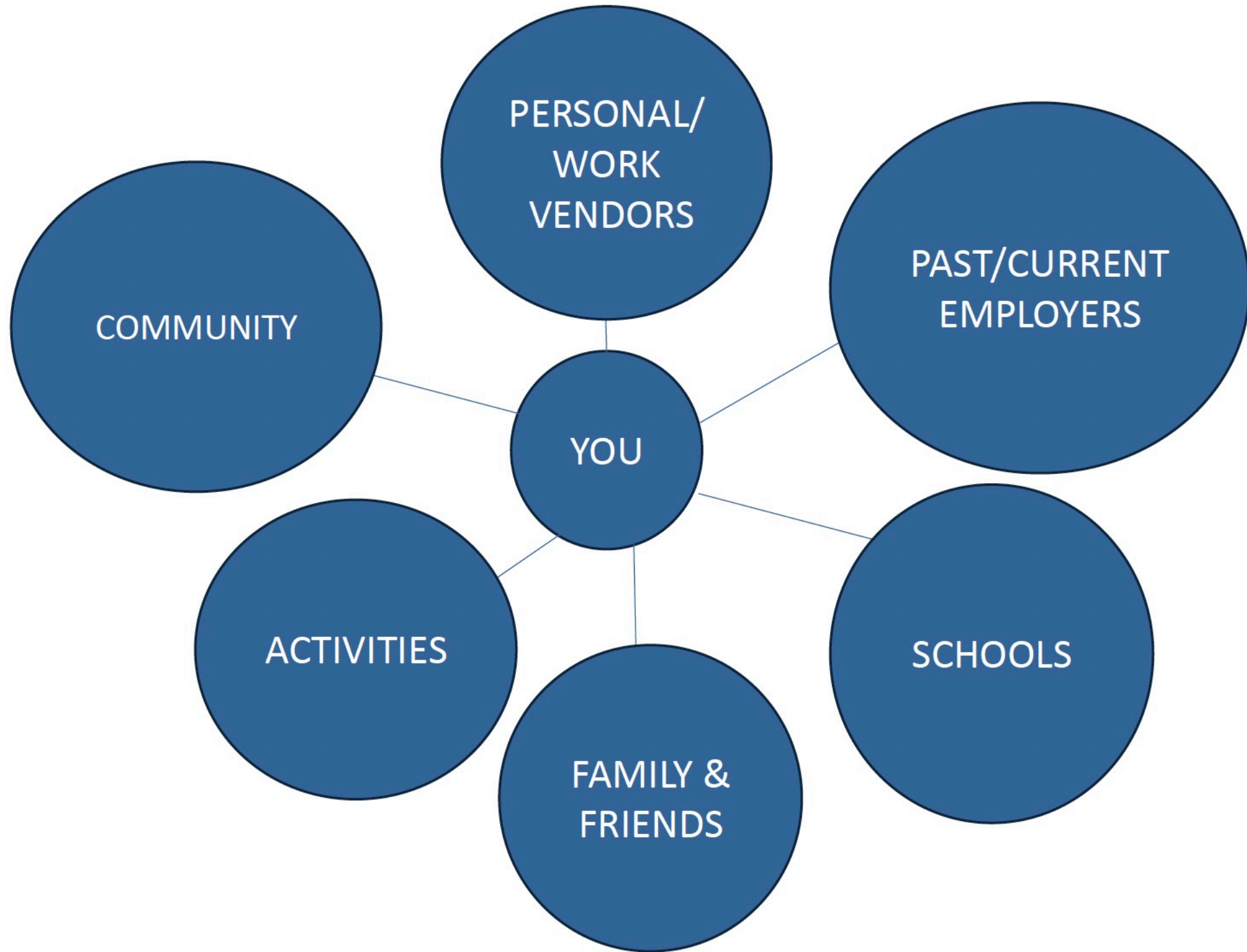


NETWORK MAPPING



NETWORK MAPPING

ACTIVITIES

- Gym
- Sports teams
- Book clubs
- Classes

COMMUNITY

- Local businesses
- Neighborhood associations
- Civic clubs
- Chamber

CURRENT/PAST EMPLOYERS

- Co-workers
- Vendors
- Clients
- Competitors
- Other locations/branches

VENDORS

- Dry cleaner
- Mechanic
- Restaurants
- Doctor
- Salon
- Real Estate Agent
- Legal Team
- Accountants
- Bank
- Donor Processors/CRMs

FAMILY & FRIENDS

- Parents
- In-laws
- Siblings
- Aunts/Uncles
- Cousins
- Neighbors
- Social media

SCHOOLS

- PTA
- Teachers
- Alumni
- Service clubs
- HS/College alum
- Greek life
- Children's parents