

**Your Contact's
Customers**

**Your Contact's
Peers or Partners in a Relevant
Trade Association**

**Your Contact's
Vendors**

**Your Contact's
Peers Outside
the Company**

**Your Contact's
Counterparts
Inside
Their Division**

**Your Contact's
Direct Reports**



**Referral
Sources**

**Your Contact's
Counterparts in Other
Divisions and/or Sister/Parent
Companies or Subsidiaries**

**Your Contact's
Boss/Bosses**