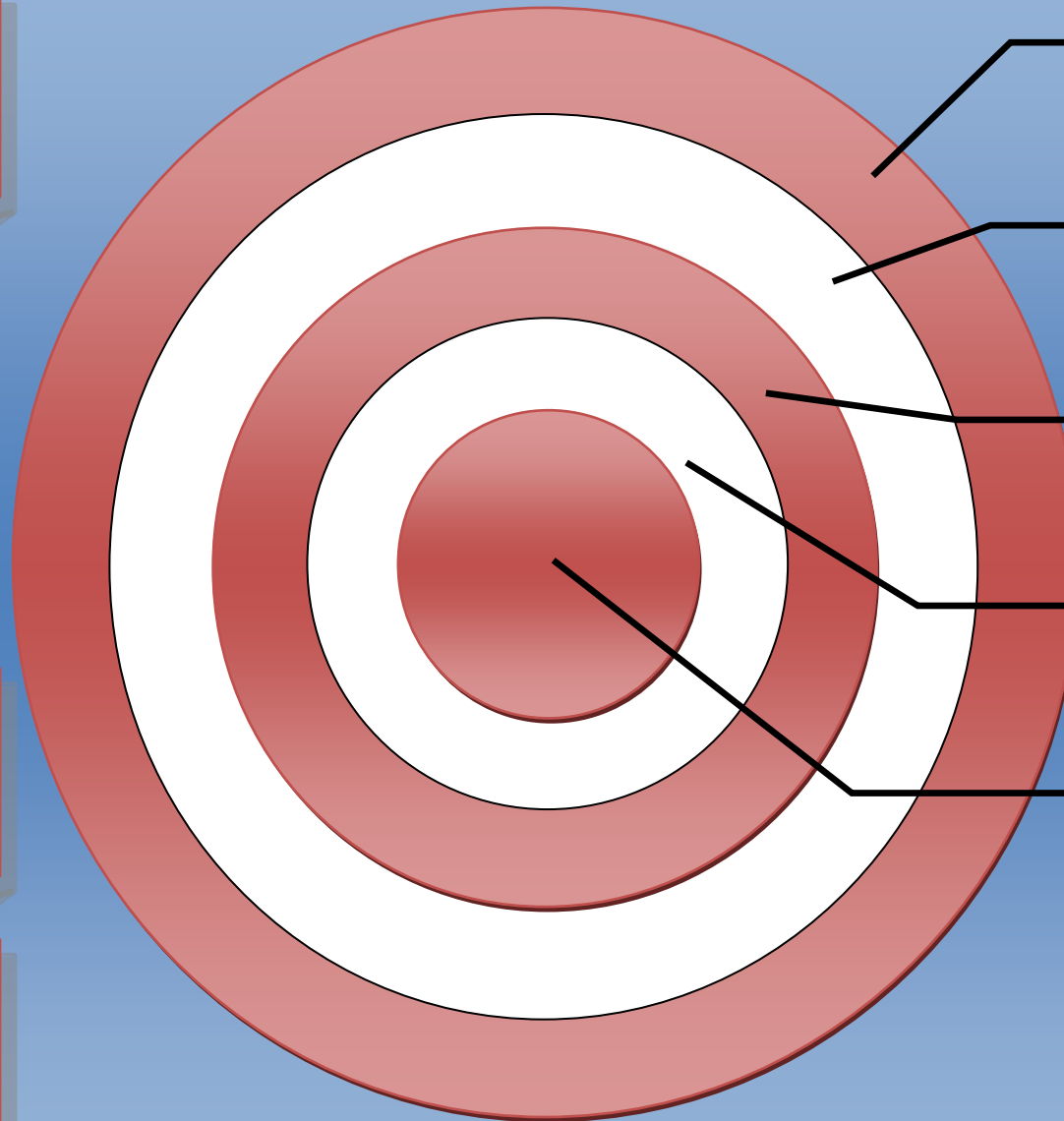


What is your Target?

Aim for the relationship, not the job.

Ask for advice, not a job.

Target their needs and how you help.



What is your value / passion?

What does their industry need most?

Does your marketing / Resume match?

Are you having coffee (not interview)?

Job offer comes before money offer.