**Questions for networking conversations using the Targeted Search Summary:**

1. Thank you, again, for taking the time to have a brief conversation with me. As I indicated, I am currently in a transition (or pivoting my career, etc.) and I would really value your expert advice on the strategy document I have created as I am gathering information to guide my career decisions and ensure a good fit for my next move.
2. Before we begin that discussion, I would love to learn a little more about your career path as I did review your profile on LinkedIn and found your experience and background very interesting because of…..(and ask a few questions about their career and history that is appropriate for your individual purposes)
3. I would now value your perspective on my background and skills and how they relate to my career objective by discussing the TSS.
4. Review the document beginning with the targeted roles, your successes that you want to use in these types of roles, your personal attributes and the type of organizational culture you are seeking.
5. Then begin asking these type of questions:
   1. Given what I’m targeting in roles, how would my skills and experience be perceived in your organization?
   2. Is there something you see that would be lacking in my background that I would need to develop or secure or communicate differently for these types of roles?
   3. Are there other types of roles that might utilize my skills that I haven’t identified? Other departments/divisions?
   4. Does the company culture reflect my desired organizational characteristics? (option to include: Do they typically promote from within or bring in others from the outside for leadership roles? – note you can research this on LinkedIn too to see if the contact’s profile reflects internal progression)
6. Keep a close watch on the time and ensure that you do not exceed the agreed upon time (15-20 minutes, etc.). If you are getting close to the end, then acknowledge the time and that you want to stay within the requested timeframe.
7. Then you can move forward by indicating that the conversation was extremely helpful and informative and as you said in the beginning, you are trying to gather as much information like this as possible to ensure a good fit in roles and organizations. As a result, you have identified several potential targeted companies on the bottom of the document and wondered if they know of anyone in those companies that they would be willing to introduce you to for a conversation like this?
8. Are there any companies that I have not targeted that you may think of that I should be considering?
9. If you were me, who else would you want to talk to?
10. Close the meeting expressing sincere gratitude for sharing their time and knowledge. Then offer your assistance with any need they may have now or in the future. Let them know you will keep them updated on results of meetings with their referral contacts.

**If you have identified a position internally,** at the end of the conversation you may want to state that you recently found a position posted in their organization that you think would be a good fit and wondered if they would be willing to share how best to navigate internally to increase your chances of getting on someone's radar and securing an interview.