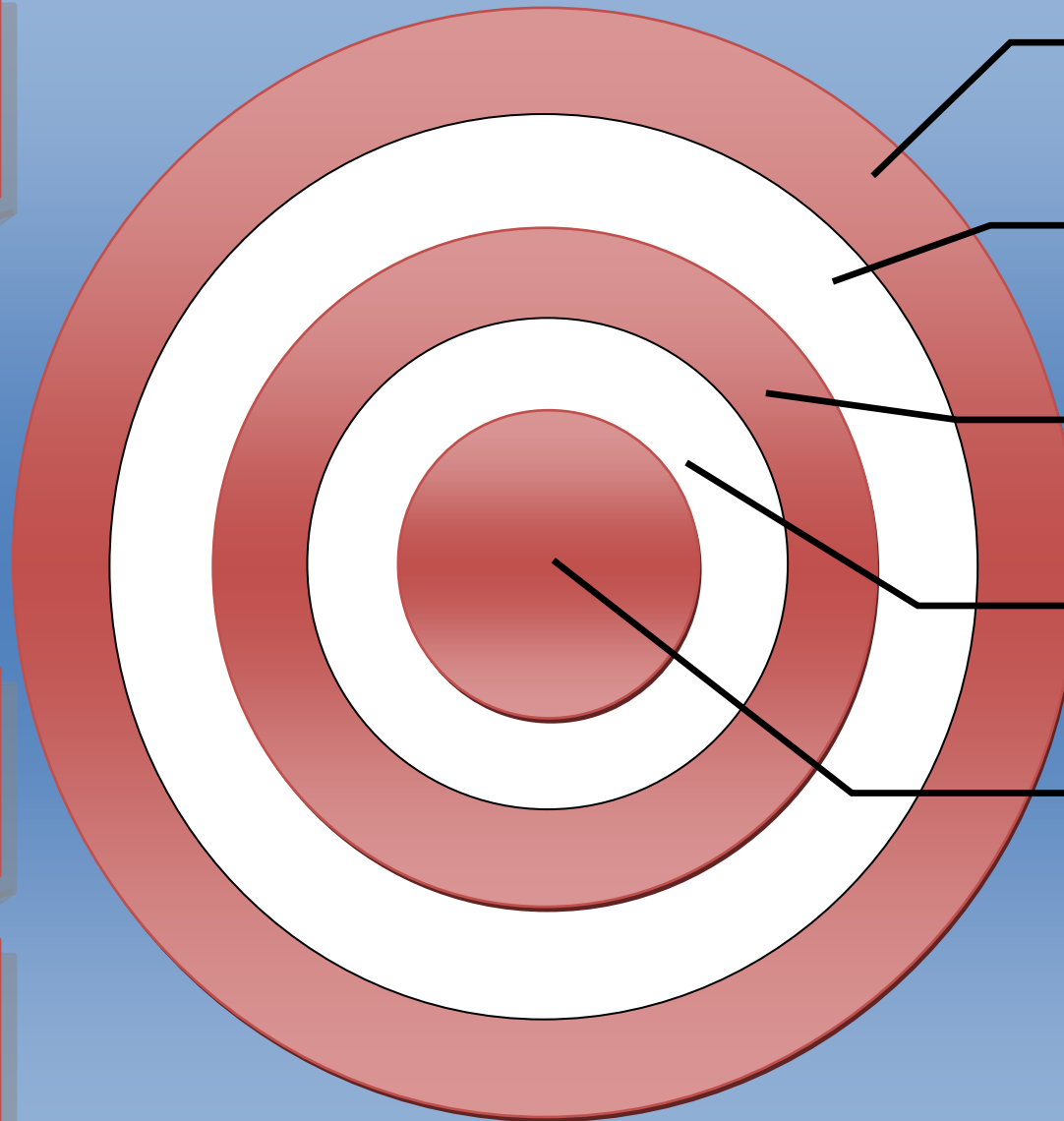


# What is your Target?

**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.*