

NETWORKING CALENDAR

Business Development Tracking

Month: _____ Year: _____

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
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Week 1	Follow-ups	Coffee/Intro	Event/Mixer	CRM Update
Target Outreach				

Week 2

Week 3

Week 4

KEY PROSPECTS TO CONTACT

STRATEGIC GOALS & KPIS

EVENT SCHEDULE

FOLLOW-UP LOG