**Networking Event Debriefing**

**Sales Professional: Date:**

**Event:**

1. Was the Sales Professional prepared for the networking event?
   1. Yes, had an effective written plan
   2. Minimal
   3. None

*Comments:*

1. How well did the Sales Professional engage with others?
2. Excellent – proactively reached out to targeted contacts and others
3. Pretty Well – friendly and outgoing, but not targeted or directed
4. Improvement Needed – primarily spoke to only friends and co-workers

*Comments:*

1. Does the Sales Professional have an action plan?
2. Yes – specific action items known and agreed to by contacts from event
3. Sort of – not specific or written, but has an idea of how to follow-up
4. No
5. What is the most important recommendation for improvement in future networking events?