Who or What Is “A Contact”?

Since this subject of contacts is widely misunderstood by job-hunters and career-changers, let’s be very specific here.

Every person you know, is a contact.

Every member of your family.

Every friend of yours.

Every person in your address book.

Every person on your Christmas-card list.

Every merchant or salesperson you ever deal with.

Every person who comes to your apartment or house to do any kind of repairs or maintenance work.

Every check-out clerk you know.

Every gas station attendant you know.

Every leisure partner you have, as for walking, exercising, swimming, or whatever.

Every doctor or medical professional you know.

Every professor, teacher, etc., you once knew or maybe still know how to get ahold of.

Every clergyperson, rabbi, or religious leader you know.

Every person in your church, synagogue, mosque, or religious assembly.

Everyone you know in Rotary, Kiwanis, Lions, or other service organizations.

Every person you are newly introduced to.

Every person you meet, stumble across, or blunder into, during your job-hunt, whose name, address, and phone number you have the grace to ask for. (Always have the grace to ask for it.)

Got the picture?