# PLAYBOOK FOR BUILDING STRATEGIC RELATIONSHIPS

***ACTION STEPS***

* Make a spreadsheet of people you consider your tribe. How many are connectors, peers, industry experts, recruiters? Are you missing anyone from your tribe?
* Begin connecting with people from the categories you’ve listed where you’re currently missing connections.
* Cultivate your tribe by doing the work to build relationships. Schedule time each week to reach out to people in your tribe and ask how they are, offer help, or ask to meet for coffee or a walk.

For additional resources, check out the Repurpose Your Career Resource Center at CareerPivot.com/RYC-Resources