

Networking Up / Opportunities Up

Real World Examples

Grade School

Harvey MacKay made a practice of sending Christmas cards with old photographs to former grade school classmates.

One day, classmate Gene called Harvey to say he sat on the board of the Sundance Institute in Salt Lake City. The institute wanted a board member from the Midwest. Gene lived in Florida. Harvey lived in Minnesota. Would Harvey be interested?

Harvey served on the board of movie star Robert Redford's "brainchild" for 12 years.

Dig Your Well Before You're Thirsty: The Only Networking Book You'll Ever Need
Harvey Mackay, page 242.