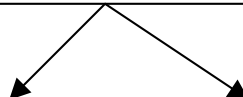# The Initial Phone Call

Who am I contacting?

What is his/her phone number or e-mail address?

Where did I get his/her name?

What will I say?

If he/she is interested
When can we meet?

Where will we meet?

If he/she isn't interested:
Do you have any suggestions for a mentor?

Thank him/her for their time.