Ask the CE Job Development team to review the lists and make additions based on their Personal and Economic Social Capital. To prompt team brainstorming, share (or revisit) the [Relationship Chart](https://griffinhammistraining.com/mentorship/program/documents/Relationshipchartversion3.doc) and the [Socioeconomic Capital Inventory tool](https://griffinhammistraining.com/mentorship/program/documents/SocioeconomicsupplychainExercise.doc) and describe how they are used. Identify connections to community groups that may assist with "warming up" contacts, such as Churches, Rotary Clubs, Schools, etc.

Make sure that each team member contributes to the modification of the Lists-of-Twenty. High quality leads are much more likely to occur with an engaged and active team.

Next, identify the employment-seeker's top 5 businesses to target and work with the Employment-Seeker and the team to decide:

* Who is the best person to make first contact with the business?
* What is the pitch? Write an introductory script that briefly highlights the contributions of the employment-seeker and the rationale for reaching out.
* Settle on a "contact by" completion date.

Record the details on [Linking Discovery to Job Development](https://griffinhammistraining.com/mentorship/program/documents/va/LinkingDiscoverytoJobDevelopmentDFSaligned.docx).