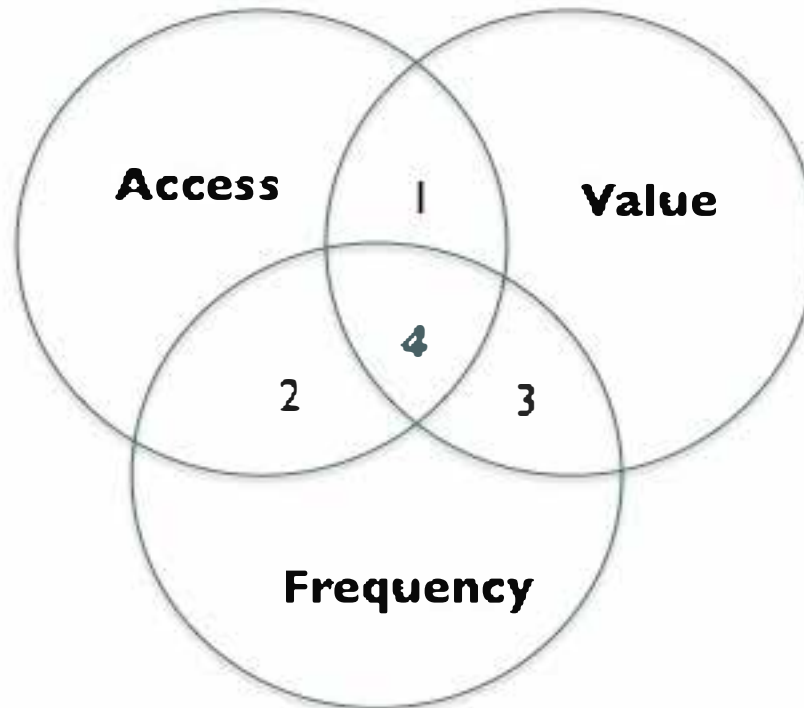


Perfecting Your Connections

Do you have access to the right people to achieve your goals?

Will your call get answered?



Are you providing and receiving mutual value? (intro's, referrals, advice...)

Do you have the right pace?

Context sensitive:
New biz, success, key events, at least annually

- 1 – A forgotten annoyance
- 2 – Irrelevant
- 3 – Ignored cold caller
- 4 – Priceless connections**

8.1