

1. Circle a number between 1 and 3 for each archetype to rank yourself in each category. Circle 3 in your strongest category and 1 in your weakest.



RELATIONSHIP BUILDER



EXPERT ADVISOR



SERVICE MAVEN



2. Fill in your Current Leverage Rating and Potential Leverage Ratings on a scale of 1 to 5 for each networking setting.

	Current Leverage Rating	Potential Leverage Rating
Group Settings (e.g. mixers, networking)		
One-on-One Meetings		
Public Speaking		
Writing Articles		
Teaching/Mentoring		
Social Media		
Committees and Boards		
Meeting Facilitation (presiding or moderating)		
Hosting Events (parties, fundraisers)		
Family-Oriented Activities (sports, PTA)		
Client Site Visits		
Industry Conferences		

3. For each Potential Leverage Rating of 4 or 5 above, assign yourself a strategy that you will employ to meet new prospects.

1
2
3
4