|  |  |  |
| --- | --- | --- |
| Most important people you know | How can they help you? | How can you offer these people value? |
| *1.* |  |  |
| *2.* |  |  |
| *3.* |  |  |
| *4.* |  |  |
| *5.* |  |  |
| 6. |  |  |
| 7. |  |  |
| 8. |  |  |
| 9. |  |  |
| 10. |  |  |