

Who Are Your Right People?

Complete this worksheet by identifying some characteristics of "who" the right people are for you to meet. Start with general demographics (gender, age, location, industry they are in, problem they have, etc) and go all the way to a person's company or name.

Prospects

1.
2.
3.
4.
5.
6.
7.
8. Person's company or name:

Connectors (the can connect you to either prospects or collaborators)

1.
2.
3.
4.
5.
6.
7.
8. Person's company or name:

Collaborators

1.
2.
3.
4.
5.
6.
7.
8. Person's company or name:

* Continue on another sheet for any of the types of people you want to meet. If you are one of the 37% who get queasy about being at networking events, order [this 23 page report](#) with the five step AIDAE process to over come any limiting beliefs. This report covers seven top limiting beliefs, "[*Networking Secrets for Sales Reluctance, How I Overcame Unsuccessful Networking as an Introvert,*](#)"