Top 20 People List

Winfield and Gottlieb Social Connection Worksheet

Based on the principles from Chris Winfield and Jen Gottlieb, Super Connector Media

Column 1: Think about everyone in your life. List the names. People from high school. Your old boss. Your relatives. Someone you just met.
Column 2: Rank each person's level influence, from 1-10, based on what you think their connections are worth. Don't worry about being too perfect; this is your impression.
Column 3: On a scale of 1-10, write down their likelihood of actually wanting to help you. (Family and friends: Probably a 9 or a 10. Someone you just met: maybe 1 or 2.)
Column 4: Add up the scores and start with the highest numbers.

This allows you to see how many people you actually have in your life and how these people can help you achieve your goals. This list helps you prioritize those in your network and serves as a good starting place. The higher someone score, the more they should be able to help.

Column 1 **List all the people you know**	**Column 2** **(Rate from 1-10)**	**Column 3** **(Rate from 1-10)**	**Column 4:** **Add It Up**