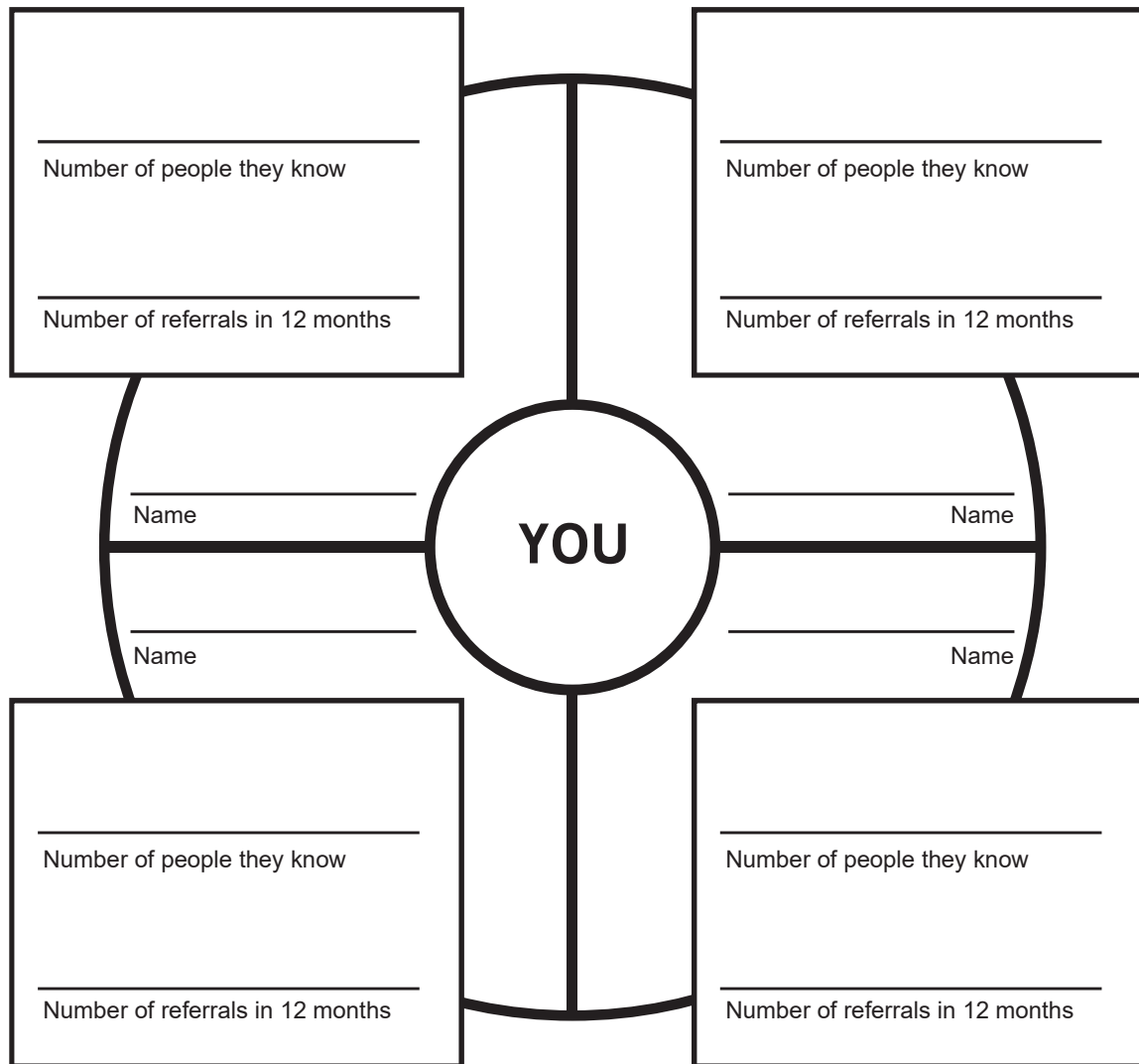


## Identify the Right Players

Who has provided you with referrals in the past year?



C  
5-4  
n

$$\boxed{\text{Total \# of People}} \times .5\% = \boxed{\phantom{000}}$$

Did you list any people in the above diagram who have the all the characteristics on the previous page? If so, how long has it been since you've communicated with that person? If you do not have a name, you will want to go back to Chapter 3 and look at some of the people you listed. Are there any on the list that with some work could be elevated to p/t status?