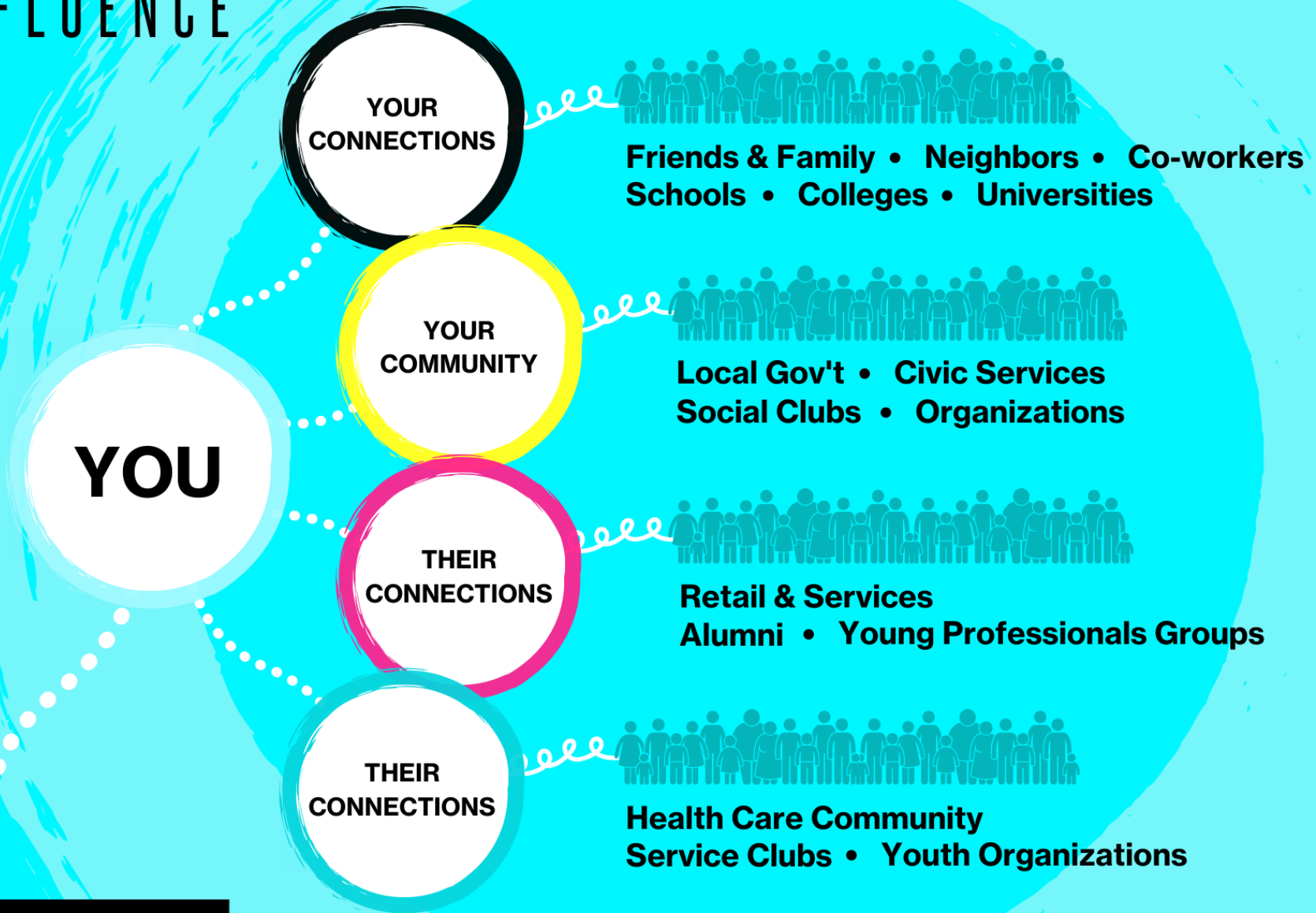


CIRCLES OF INFLUENCE



| INFLUENCE CATEGORIES | WHO ARE YOU GOING TO CONNECT WITH? | WHAT WILL YOU REQUEST OF THEM? | WHAT DO THEY NEED TO HEAR FROM ME? |
|------------------------------------|------------------------------------|--------------------------------|------------------------------------|
| Family & Friends | | | |
| Neighbors, Co-workers | | | |
| Schools, Colleges, Universities | | | |
| Local Gov't, Civic Services | | | |
| Social Clubs, Organizations | | | |
| Health Care Community | | | |
| Service Clubs, Youth Orgs | | | |
| Retail & Services | | | |
| Alumni & Young Pro Groups | | | |