What do you want to EXPERIENCE?	What do you want to LEARN?	What do you want to CONTRIBUTE?

Take a moment to recall your own competency journey...
What was it like for you at each stage?

UNCONSCIOUS COMPETENCE	CONSCIOUS COMPETENCE
UNCONSCIOUS INCOMPETENCE	**CONSCIOUS INCOMPETENCE:**

List the character traits you most want in a referral partner

Knowledge	Resources	Networks
Skills, Hobbies, Interests	Tangibles you can freely share with others	Where you meet people?
	Ways you Promote, Connect, Refer others	

THINGS I NEED TO GROW MYSELF AND MY BUSINESS

Knowledge	Resources	Business

Partner Name	Referrable	Resources	Capacity	Motivated	Coachable	Influencer

	Leader 1:	Leader 2:	Leader 3:
Trait 1			
Trait 2			
Trait 3			

Developing your networks referral competencies

UNCONSCIOUS COMPETENCE	CONSCIOUS COMPETENCE
UNCONSCIOUS INCOMPETENCE	**CONSCIOUS INCOMPETENCE:**

Partner Name	Rating	Goals / Action Plan (Mind the Gap!)

1 - Acquaintance
2 - Associate
3 - Advocate
4 - Ambassador
5 - Affiliate

How well do YOU know you?

Rate yourself 0-5 (0 is not at all, 5 is "nailed it!")

	Rating
I know my TRIBE's demographics AND psychographics.	
I call my TRIBE by name -- and they answer!	
EMPATHY: I'm confident my message speaks into my TRIBE.	
AUTHENTICIY: I'm comfortable showing up as who I *really am*, when I'm leading my Tribe	
My communication strategy includes marketing, consultling and selling language	
I have collected abundant testimonials and case studies	
I implement a documented system for creating an engaged community of followers, clients and raving fans	
I know who should be on my team	
My team "owns" my message and can promote me with ease	
My team is engaged and promotes, connects and refers me on a regular basis	