



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

What

UNCONSCIOUS COMPETENCE

CONSCIOUS COMPETENCE

UNCONSCIOUS INCOMPETENCE

CONSCIOUS INCOMPETENCE:



Partner Prospect Name	Referrable	Resources	Capacity	Motivated	Coachable	Influencer	TOTAL	
								0= never
								1= occasionally
							0	2= often
							0	3= consistently
							0	? = don't know
							0	
							0	
							0	
							0	
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							0	
Referrable: As far as I know they are the kind of person that I would be willing to send a referral to if the opportunity presented itself								
Resources: They are resourceful. They invest in themselves and have something to share.								
Capacity: They have the bandwidth and the ability to enter into proactive relationships with others.								
Motivated: They demonstrate an initiative to collaborate with others.								
Coachable: They invest in learning and they are open to change and willing to change								
Influencer: They are not only connected, but they are leaders. People know them, like them, trust them, follow them.								



Partner Name	Rating
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- 1 - Acquaintance**
- 2 - Associate**
- 3 - Advocate**
- 4 - Ambassador**
- 5 - Affiliate**