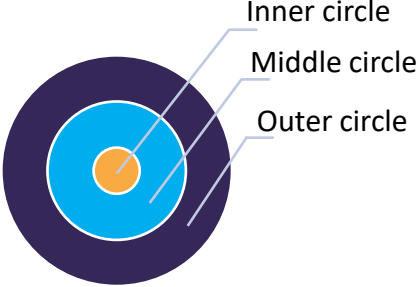


## INNER, MIDDLE, AND OUTER CIRCLE OF YOUR NETWORK

*Identify in which circle people in your network are.*

|   |  |
|---|--|
|  | <p><b>Inner circle:</b> The people most important to you, people you know well, genuinely like, trust, and enjoy spending time with (professionally or otherwise).</p> <p><b>Middle circle:</b> People you have spent enough time with to think of them as your network where you have observed enough of each other's behavior and performance to have established some degree of trust and respect.</p> <p><b>Outer circle:</b> You have met and know each other, at least superficially. E.g., people you've worked with previously, people you've met at professional events, or people who have contacted you for professional reasons.</p> |
|---|--|

| Who is in your Inner Circle? | Who is in your Middle Circle? | Who is in your Outer Circle? |
|------------------------------|-------------------------------|------------------------------|
|                              |                               |                              |