



Greg Peters
The Reluctant Networker

One-to-One INFER Worksheet

Personal Information:

Name:

Company:

Birthday:

Target Market:

Interests: What do they like to do when they aren't selling widgets

Networks: Where do they go to find success – professionally or personally

Future Focus: What are their hopes, goals, and dreams

Evolution: What has been their journey and how does this reflect on their values and mission in life

Relationships: Who are they closest to?

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