

Leveraging Your Centers of Influence

Think of yourself as the center of a solar system, with planets (the people you know) around you.

Step 1: Draw and name a series of small circles on the page to represent the people in your personal “solar system.” Place each circle the distance away from you that reflects how close/intimate you are to this person. Some will be very close, others at the edge of the page. Include your family, friends, social network, business associates, former work colleagues, people you know through networking, etc.

Step 2: Consider your relationship with each person. If you would like to be closer to them, draw a small arrow on their circle pointing towards the center (you.) If you would like to distance from them, draw an arrow pointing away. If you are satisfied with the current status of your relationship, no arrow is required.

