



Identifying Potential Triangles

List names of individuals who you feel are key in your network. As you interview them, summarize the results in the middle column. Then think of several people who might make good connections for that individual. The person might have similar interests or some skill or resource that the person needs. On the other hand, the person might be someone your interviewee could help. In any case, think about the possible chemistry between the two. Are they likely to get along?

Name	Interests, Needs, Passions and Challenges	Potential People to Connect this Person