

# Play Two Win Method™ Play Sheet

## 7 Most Influential People Grid

1) Complete the “7 Most Influential People Grid” by following the Instructions on page 2

Person	Recurring Conversation	Mood	Assets	A Request?	Support (1-10)
1)					
2)					
3)					
4)					
5)					
6)					
7)					

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## 7 Most Influential People Grid

### Instructions

#### 1) Identify 7 Most Influential People

In environmental design there are 2 people environments: Relationship and Network. And for this exercise you want to select a few from each. The “Relationship” environment is the 7-15 people you spend MOST of your time with: Family you live with, Close Friends, Close Colleagues. The “Network” environment is EVERYONE you know on a first name basis.

For this exercise select 3-4 people (adults) who are the most significant in your life on a daily basis; Then select 3-4 from your Network who you talk to at least once in a while AND who could be very influential on your ability to win your game.

#### 2) Recurring Conversation

Most relationships have a recurring conversation; this is the thing you talk about MOST of the time when you are together.

#### 3) Mood (Energy)

What is the general mood of the person AND the feeling of the energy between you.

#### 4) Assets

What are the assets of this person: Communities they belong to or could influence; Knowledge they have; Abilities they have; Financial or other resources.

#### 5) A Request

What is something that you COULD ask of them to do for you or with you? The key word is: COULD. You may or may not know why they would say “YES”. This is simply an opportunity to “see” yourself in a BIG, Connected way. Imagine that they will want something in return that you can easily and joyfully provide.

#### 6) Rate Level of Support

On a scale of 1-10 rate the current level of support each of these people provide for you toward winning your game; 1 = a deterrent; 2 = not involved; 3 = passive support; 10 = Active support that is producing positive results. Get real about this! Don’t assume your closest relationships are a 9 or 10. Is the support missing because you have never asked?

ONE EXPERIMENT: What is one experiment (aka make a request) you could do with one of these 7 to expand the support you are receiving?