

**Important Business Relationship:** \_\_\_\_\_

Why?

(Contribution to quotas and other performance criteria)

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Relational Ladder dimension (check one):

\_\_\_\_\_ Acquaintance \_\_\_\_\_ Professional Peer \_\_\_\_\_ Respected Advisor

Strategy to move up the Relational Ladder:

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Commitment:

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Time frame:

Date completed:

Client updated:

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Relational GPS:

Goals:

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Passions:

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Struggles:

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