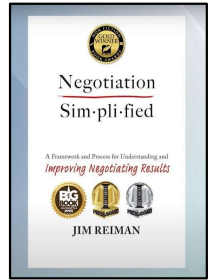




# Preparation Worksheet



People			
You		Counterpart	
Decision Makers			
1		1	
2		2	
3		3	
Influencers			
1		1	
2		2	
3		3	
Those With Interests			
1		1	
2		2	
3		3	
4		4	

You		Counterpart	

Needs			
You		Counterpart	
<i>The Need and Why it's a Need</i>		<i>The Need and Why it's a Need</i>	
1		1	
2		2	
3		3	
4		4	
5		5	
6		6	

BIG Wants					
	WEIGHT	You	Estimated Wgt	Counterpart	Actual Wgt
1			1		
2			2		
3			3		

Other Wants					
	WEIGHT	You	Estimated Wgt	Counterpart	Actual Wgt
1			1		
2			2		
3			3		
4			4		
5			5		
6			6		
7			7		

People's Idiosyncracies - Things About People to Remember			
Person	Things to Remember	Person	Things to Remember

Strategy	
You	Counterpart

Tactics	
You	Counterpart

Logistics / Mechanics	
When	
Where	
Facility/Technology Requirements	

Miscellaneous Notes