

Relationship Measurement Scorecard

Date:

Name:

Networking Colleague:

	My				
	rating of	System		Relationship	
	Hm/Hr	Points		Scorecard™ Item	
		1		You know the person's name.	
		1		You know where the person works	
		1		You know their job title	
		2		You know and understand the person's current job duties	
		2		You know what this person has done in the past for employment	
		3		You know the person's educational background	
		2		You know where the person grew up.	
		2		You generally know where the person lives	
		2		You know the person's marital status	
		2		For each additional one-to-one meeting	
		2		This person shows up on time for meetings with you and others.	
		2		You know one personal interest of this person	
		3		You know the person's special interests and favorite activities	
		3		You have volunteered together on a project	
		3		You know the name(s) of the person's spouse/significant other and children	
		4		You know why the person does what he/she does	
		3		You can predict a person's reaction to a particular subject or question	
		4		You know what subjects you would be uncomfortable discussing with the person	
		5		You send the person a personal card/greeting for his/her birthday.	
		6		You send the person a personal gift for his/her birthday	
		5		You know the person's taste in art, home decor, books, movies, television shows, etc	
		7		You know the person's political leanings.	
		8		You know the person's religious or spiritual leanings	
		5		You have socialized with the person outside of business	
		9		You have socialized with the person and spouses/significant others outside of business	
		9		You trust the person to carry out their commitments to you	
		9		You trust the person with sensitive "personal" information	
		10		You can trust this person with confidential information about your business or career	
		10		You've been to the person's house	
		20		You have taken a personal vacation with the person	
		20		You have attended a conference or out of town business meeting together	
		25		You would loan the person a significant amount of money if you were able	
		25		You would be willing to open your client list (if appropriate) to this person	
		25		You are willing to commit to bringing referral business to this person when possible	
		50		You actively search for business for this person	
		75		You meet with this person more than once per month to plan and implement business and sales goals to help each other.	
		365		This is the base total	
				Measurement of each of our relationships	

1-3 Awareness

4-20 Relating A

21-82 Relating B

83-185 Relating C

186 - 360+ Trust