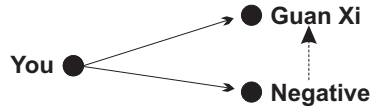


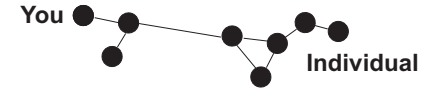


# Paid to THINK<sup>®</sup>

A leader's toolkit for redefining your future



## Guan Xi Mapping



Top People You Know	Guan Xi Evaluation	Time frame for better connection	Rate their perception of you? (1-10 best)	History if any?
<b>What connections do you already have? How can you improve your level of Guan Xi?</b>		<b>What can you do to connect with the individual? What can you do to help them achieve their Desired Outcomes?</b>		
		<b>Who are your connectors?</b>		

- Level 1: Guan Xi is deep and long established.
- Level 2: Long standing relationship where the individuals calls you.
- Level 3: Friendly ties where the person would take your calls.
- Level 4: Surface knowledge where you have limited knowledge of the individual.
- Level 5: The two of you are not connected.
- Level 6: Negative condition exists due to prior experiences.



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