The (Very Rough and Drafty) Influence Worksheet | www.bplusd.org | twitter @jessmcmullin

① What is the big, overall goal you want to achieve?

② How will you know you've succeeded?

③ WHAT IS THE VERY NEXT OUTCOME YOU NEED TO REACH YOUR BIG GOAL?

NEXT OUTCOMES

④

WHO CAN HELP?

WHO

WHY+HOW

⑤ WHAT'S IN IT FOR THEM? HOW WILL YOU WORK WITH THEM?

⑥ WHAT WAS THE RESULT OF YOUR WORK TOGETHER?

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