

Moves Management Prioritizing Grid

| Product (<i>Affinity multiplied by Stage</i>) | | | |
|---|---|--|--|
| Affinity 3 | 3 (<i>love you, but can't give</i>) Dixon Combs | 6 (<i>love you and might give</i>) Washington Wainright Roxie Roberts Groves Smith | 9 (<i>Love you and can give</i>) Davis Wouk Jones Ford McLaughlin McKinley |
| 2 | 2 (<i>like you, but can't give</i>) | 4 (<i>like you and might give</i>) Alabaster Jones Thornburg Stern | 6 (<i>Like you and can give</i>) Smith Gale Frisbee Wilson |
| 1 | 1 (<i>Know who you are but can't give</i>) Miller | 2 (<i>Know you and might give</i>) | 3 (<i>Know you and can give</i>) Strand Wright |
| | 1 Stage | 2 | 3 |

This grid can help you turn an unmanageable and overwhelming list of hundreds of prospects into a prioritized and ordered list that will assure that you are cultivating the most important people first and give you confidence to put some people lower on your list.

Rules/Lessons:

1. You need to be asking your 9s today, before you do anything else.
2. You need to be cultivating your 6s next.
3. Your 3s and 4s are going to take some time and effort.
4. Don't work on your 1s and 2s until you've taken care of your 9s, 6s and 4s.