## STRATEGY 9: FORM PROFITABLE STRATEGIC PARTNERSHIPS

## Worksheet for Tracking Potential Strategic Partners

In the first column, list the names of all COIs you will consider as strategic partners. These include professionals with whom you already have a connection and ones you locate through other sources.

In the second column, indicate whether you have scheduled a discovery meeting with specific professionals.

In the third column, record the date of your scheduled discovery meetings.

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| **Name of COI** | **Discovery meeting scheduled? (Yes/No)** | **Date of discovery meeting** |
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