## STRATEGY 6: BUILD AND MANAGE YOUR PROFESSIONAL NETWORK

## Ideal Professional Network Member Profile

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| **Advisor Characteristics** | **My Ideal Professional Network Member** |
| **1. The person**  |  |
| **2. Areas of expertise** |  |
| **3. Practice goals**  |  |
| **4. Practice management** |  |

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| **Advisor Characteristics** | **My Ideal Professional Network Member** |
| **5. Clients**  |  |
| **6. Financial advisors**  |  |
| **7. Compensation** |  |
| **8. Teamwork** |  |
| **9. Professional contacts** |  |