**SMARTtools for Leaders™**

**Sourcing**

**ROLE:** (insert name of role)

**LIST OF 10: Write the names of 10 contacts you can ask, “Who are the most talented \_\_\_\_\_\_(insert name of role) you know?”**

* + - 1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
			2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
			3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
			4. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
			5. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
			6. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
			7. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
			8. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
			9. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
			10. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**REFERRALS**

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| **Name** | **Referred by** | **Rating** |
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