**SMARTtools for Leaders™**

**Sourcing**

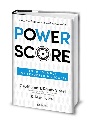
**ROLE:** (insert name of role)

**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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