

Give-to-Get Strategy Worksheet



DELIVER TODAY					
Give-to-Get I can deliver today	May lead to this Paid Selling Effort	With this potential \$	May lead to this project	With this potential \$	With this client

TO BE DEVELOPED					
Give-to-Get I can develop	May lead to this Paid Selling Effort	With this potential \$	May lead to this project	With this potential \$	With this client