

## WEEK 7: DARE NOW

### EXERCISE 7.1 || YOUR 100 NOS SCORECARD

DREAM CHAMPION 1	DREAM CHAMPION 2	DREAM CHAMPION 3	DREAM CHAMPION 4
Date:	Date:	Date:	Date:
Pivots / Nos	Pivots / Nos	Pivots / Nos	Pivots / Nos
Feedback	Feedback	Feedback	Feedback

### EXERCISE 7.2 || THE BIG ASK

#### YOUR BIG ASK #1

DREAM:

---

BY WHEN:

---

BIG ASK:

---

RESULT:

---

YOUR BIG ASK #2

DREAM:

---

BY WHEN:

---

BIG ASK:

---

RESULT:

---

*EXERCISE 7.3 || THE IDEATION PITCH*

Write your clear, concise pitch in the space below.

---

---

---

---

---

THE COMPANY START-UP OR DEPARTMENTAL PITCH

If you're the owner of a company or start-up or working for one, your pitch should include your name, the name of your department or business, and what you're planning to do within your company or department. Be clear about what you're asking for and how you'd like the other person to support this plan. Write your clear, concise pitch in the space below.

---

---

---

PITCHING WITH AN ASK

Write your clear, concise pitch in the space below.

---

---

---

---

---

---

*EXERCISE 7.4 || THE UNCOMFORTABLE CHALLENGE*

Write the name, contact info, where you met, and your follow-up action in the spaces below.

---

---

---

---

---

---

BIGGER SPACES CHALLENGE

NAME	CONTACT INFO	WHERE WE MET	FOLLOW-UP ACTION

MAKING EVEN BIGGER ASKS

Write the name, contact info, and your follow-up action in the spaces below and/or in your Dream Notebook.

---

---

---

---

---

---

BIGGER ASK CHALLENGE

NAME	CONTACT INFO	WHERE WE MET	FOLLOW-UP ACTION

ELEVATE YOUR CIRCLE

Write the name, contact info, and your follow-up action plans in the spaces below.

---

---

---

ELEVATE YOUR CIRCLE CHALLENGE

NAME	CONTACT INFO	WHERE WE MET	FOLLOW-UP ACTION

BE OKAY WITH AN IMPERFECT PITCH.

Write the name, contact info, your pitch date, and your follow-up action in the spaces below.

---

---

---

---

---

---

IMPERFECT PITCH CHALLENGE

NAME	CONTACT INFO	WHERE WE MET	FOLLOW-UP ACTION