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| **20/20/20 Relationship Tracker** | | |
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| Top 20 Relationships | (Once a month) |  |
| Jane Doe | 4/1/2020 | Emailed the IBJ article |
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| Middle 20 Relationships | (Once a quarter) |  |
| John Smith | 1/15/2020 | Wrote him a LinkedIN recommendation |
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| Lower 20 Relationships | (Once every 6 months to a year) |  |
| Sally Jones | 11/17/2019 | Meet for Lunch |
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