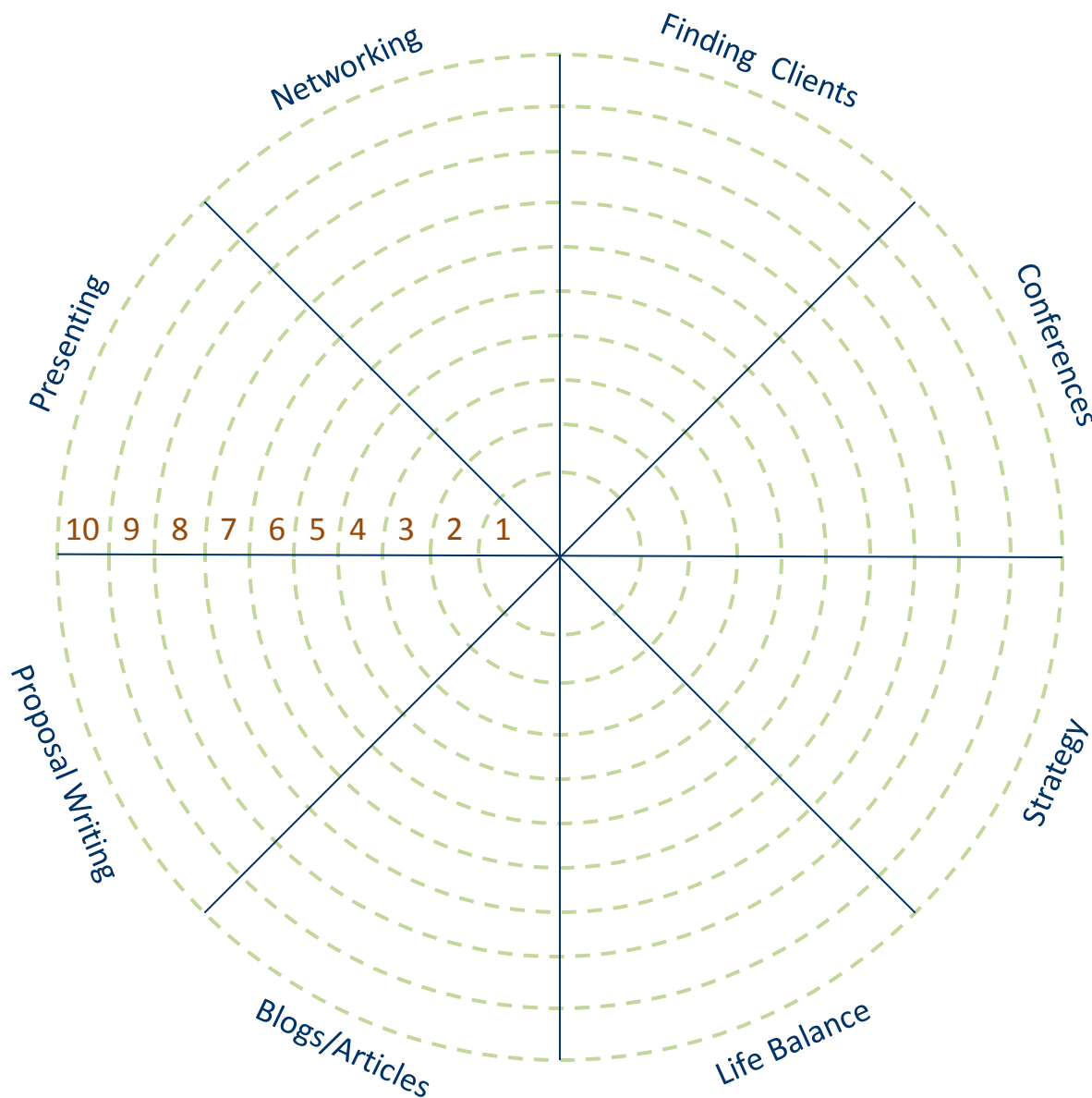


# Business Development Wheel of Life

*Get more from your business relationships*

This wheel contains eight sections that, together, represent one way of describing a life as a Business Developer (BD). You may have other labels or categories or may wish to divide some categories. The structure is up to you. Rate each area of your BD life with 1 needing the most work and 10 being the best that you can be.

The exercise measures your level of satisfaction in these areas on the day you work through this exercise. It is not a picture of how it has been in the past or what you want it to be in the future. It is a snapshot taken in the moment. It is not a report card on how well you have performed or what you have achieved. The emphasis is on your level of satisfaction in each area. The BD Wheel of Life provides a unique model. It shows you what balance in your life looks like.



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