**Connector Worksheet**

**People:**

|  |  |  |
| --- | --- | --- |
| Product / Service | Company | Contact Name |
| Storage |  |  |
| Landscaping |  |  |
| Payroll |  |  |
| Recruiter |  |  |
| Furniture |  |  |
| Plumbing |  |  |
| HVAC |  |  |
| Speaking |  |  |
| Journalist |  |  |
| PR |  |  |
| AV and Events |  |  |
| HR Consultant |  |  |
| Sales Trainers |  |  |

**Top Five Ideas:**

|  |  |
| --- | --- |
| Idea | Notes / Comments |
| Key management |  |
| … as a Service |  |
| Proactive Service Monitoring |  |
| Touchless Access |  |
| Quarterly Updates |  |