

## Giddens Leg Chart

The most important Goal a committed business builder can have is to build at least 8 solid and active legs in width, to have a working Leg Leader atop each leg (ideally, someone you can work with), to have at least 3 working Anchors in each leg (again, people you can work with) and to have a System for tracking, supporting and managing these key assets. An up-to-date Leg Chart helps do all of these things. It is best to have this chart on paper (as opposed to "in your head" or in a computer) so you can have it on hand at all times.

<p style="text-align: center;"><b>Leg Leader 1</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>	<p style="text-align: center;"><b>Leg Leader 2</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>	<p style="text-align: center;"><b>Leg Leader 3</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>	<p style="text-align: center;"><b>Leg Leader 4</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>
<p style="text-align: center;"><b>Leg Leader 5</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>	<p style="text-align: center;"><b>Leg Leader 6</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>	<p style="text-align: center;"><b>Leg Leader 7</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>	<p style="text-align: center;"><b>Leg Leader 8</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>
<p style="text-align: center;"><b>Leg Leader 9</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>	<p style="text-align: center;"><b>Leg Leader 10</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>	<p style="text-align: center;"><b>Leg Leader 11</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>	<p style="text-align: center;"><b>Leg Leader 12</b> (rank by strength and potential)</p> <p>Name: Phone:</p> <p style="text-align: center;"><b>Sub-Leaders</b> (anchors)</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p> <p>Name: Phone:    --- --- ---</p>

If you cannot come up with 12 bona fide good legs (which is usually the case), write in dealer prospects, cities, regions or occupations—anything that will stimulate your thinking toward developing new legs. Consult with your leg leaders and do the same in your quest for anchors. A fully filled out Leg Chart is a tracking system and also an affirmation of your goal. The ranking is important. Redoing/updating the Leg Chart once a week is important. If it is completely filled out there are 48 names, some of which will be there for life; but many others are transitory and must be reevaluated often. It's amazing how many more phone calls you will make (with less wasted time) when you have the numbers of your 48 most important people on one page.

**Notes/Comments:**