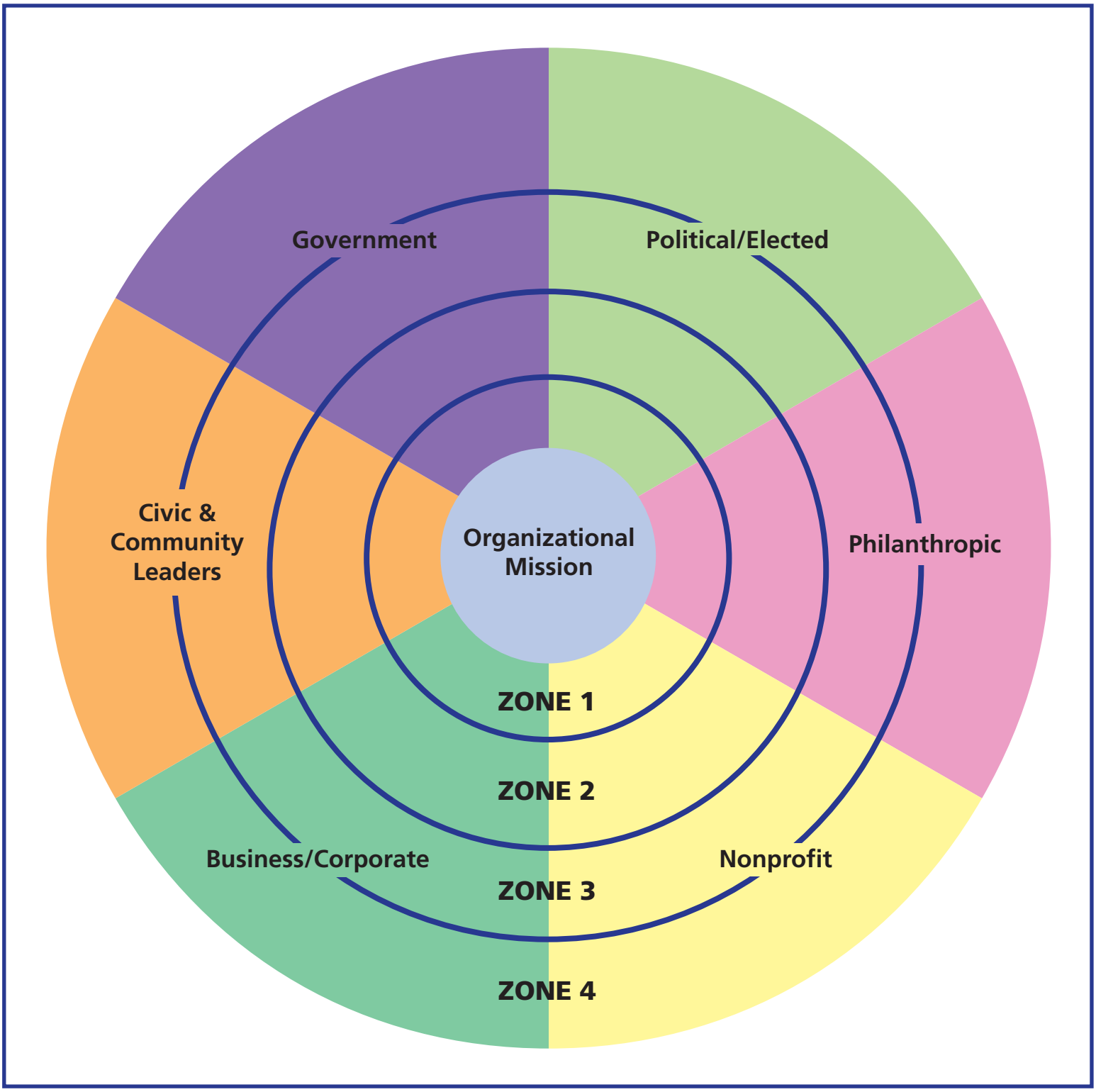
Assessing Your Current Strength on the Civic Power Grid©



ZONE 1	I, or a board or staff member, have a personal connection
ZONE 2	We can call and the call will be returned because the contact knows us
ZONE 3	We know them, but they may not know us
ZONE 4	We have heard of the person/organization

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As you assess your current strength on the Civic Power Grid ©, it is important that you:

- See your organization and its public benefit mission in the wider economic, social and political context of the Los Angeles and Southern California region.
- Understand the critical importance of building reciprocal relationships with individuals who have influence over resources and the flow of civic power across the region's various sectors as you shape the governance of your organization and raise funds for its activities.
- Develop robust strategies reaching across your board, staff, constituencies and close allies to maintain and grow those relationships in ways that accrue to the benefit of the people in communities you want to serve.
- Integrate strategic relationship thinking into every activity in which you engage designed to advance your mission and achieve results.

Plot your relationship strength/ connections with influence-carriers in the following sectors:

- **Government**
  - Federal agency manager or key staff
  - State agency manager or key staff
  - County agency manager or key staff
  - City agency manager or key staff

- **Political/ Elected**
  - Member of Congress (Senate/House) or key staff
  - State Senator or key staff
  - State Assemblymember or key staff
  - County Supervisor or key staff
  - City Council member or key staff
  - City/ county commissioners in your field of work
  - Neighborhood council members

- **Philanthropic**
  - Family foundations
  - Local/ regional foundations
  - California foundations
    - Top 5-10
    - Other
  - National foundations

- **Nonprofits**
  - Networks and associations
  - Partners and collaboratives
  - Organizations doing similar work
  - Organizations providing related services/ programs

- **Business and Corporate**
  - Corporate foundations
  - Marketing/ public or community relations
  - Local and small businesses
  - Professional service providers/ advisors (e.g. accounting, law, facilities mgt.)

- **Community Leaders**
  - Community advocates
  - Constituent representatives
  - Ethnic and geographic community leaders/ representatives

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