



# Managing Contacts

## Jerry Zuraski

# Presentation overview

- Why
- Classification
- 7 Dimensions
- Quality of Relationships
- Quality of Communications
- Questions

## Managing contacts

Why?

# Classification

Dunbar's number	Time	Classification	Effort
5	40%	Inner circle	Low - natural, already have a good relationship
15	20%	Good friends	Moderate - needs attention to maintain
50	10%	Friends	High - needs attention to maintain, weekly review
150	10%	Meaningful contacts	Moderate - needs attention to maintain, monthly review
500	10%	Acquaintances	Low - evaluate potential to promote, quarterly review
1500	10%	Recognizable people	Low - quick notes, yearly review

## 7 dimensions of friendship

- Language and dialect
- Educational trajectory
- Location
- Interests, hobbies
- Moral, political, and religious views
- Musical tastes
- Sense of humor



# Quality of Relationships

## Trust

With your life  
High  
Medium  
Low  
Unknown  
Broken

## Frequency

Daily  
Weekly  
Monthly  
Quarterly  
Yearly  
Semi-annual  
Infrequent

## Duration

Years  
Quarters  
Months  
Weeks  
Days

## Mutual Benefits

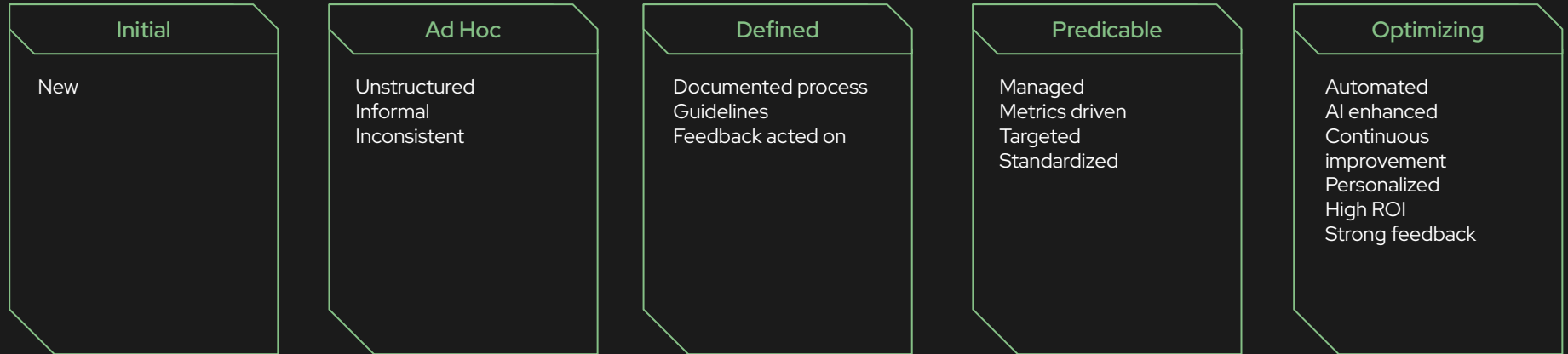
Recommendations  
References  
Information  
Barter  
Trade

## Reciprocal Actions

History  
Ongoing  
Next steps  
Future planning



# Quality of Communications



# Thank you

Any questions?



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