

YOU MAKE THE DIFFERENCE

Expanding Your Sphere of Influence

100 Cups of Coffee Strategy Worksheet

This worksheet is designed to help you identify and engage key people of influence in your community through intentional, trust-building conversations. By deepening these relationships, you can co-create community-aligned plans, increase volunteerism and funding, and strengthen your fair or ag society's role in the region.

STEP 1: Identify 3 People of Influence

- Red = Not supportive - Yellow = Indifferent or unsure - Green = Supportive but not yet engaged

Name: _____ Role: _____ R/Y/G: _____

Why they matter: _____

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STEP 2: Prepare for the Conversation

☐ Fact ☐ Emotion ☐ Values ☐ Belief (Check how each person communicates best)

Ideal time/place to meet: _____

Notes: _____

STEP 3: Your Talking Points (The 20%)

What is your 'why'? Why are you involved in the fair or ag society?

STEP 4: Questions to Ask (The 80%)

- What do you see as the greatest needs in our community?
- What role do you think our fair or ag society can play?
- What would make it more relevant or impactful in your eyes?
- What would inspire you to get involved - or invite others to?

Final Reflection

What did you learn from these conversations that could shape how your fair shows up in the community?
