

Lesson 14 - Recap

Wingmen and Bird Dogs

- Establishing and working with a strong support system made up of wingmen and bird dogs will help you get going.
 - Wingmen are your sounding board and are available to talk with you about what's happening in your life and what you're feeling.
 - A wingman will pick you up when you fall down and get in the foxhole with you when times get tough. A wingman will tell you to keep your head down until the offensive fusillade is over and when the time is right to advance.
 - Ask two or three close friends or good friends to become your wingmen. These sounding boards can give you clarity and focus on matters large and small.
- The Friend Assessment Quotient, or FAQ, is a 1-to-5 scale that will help you determine who your friends are, especially in the business world. The purpose is to help move the 1s, 2s, and 3s to 4s and 5s. Here is a breakdown:
 - *1s are people you don't know.* These are all the people you haven't yet met.
 - *2s are the people you know by name and not much else.* They can be people you'd like to get to know or who sound like they would be interesting to meet, either at work or where you congregate during your free time.
 - *3s are your acquaintances, people you have met before and know well enough to say hello to.* You've chatted a few times but haven't established relationships with these people.
 - *4s are your family and good friends.* Generally speaking, these folks are in your circle of friends. You have known each other for a period of time and enjoy each other's company.
 - *5s are your lifelines, your inner circle, and your wingmen.* The 5s are your closest friends, the ones who play the biggest part in your day-to-day life and whom you'd call in the middle of the night if there were an emergency. They are the friends who'd be there for you no matter what.

Exercises

1. Do you have any wingmen? If you do, make a list of your wingmen.

2. Why are these wingmen on your list? What are their strengths?

3. If you don't have wingmen, whom could you ask? Why?

4. How will you develop your relationship and stay accountable? Lunch once a week? A coffee break together?

5. Do you have any bird dogs in your life? Whom could you ask?
