

Ecosystem Leverage Planner

Pairs with: Ecosystem support is leverage, not strategy

Turn ecosystem support, events, and introductions into measurable commercial outcomes.

Founder / team	Account / market / topic	Date
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When to use it

Use before joining a programme, attending an event, or asking for introductions.

What this worksheet covers

Current bottleneck	Specific ask
Target outcome	Owner
Follow-up window	Stop rule

Questions to answer before you start

What bottleneck are you trying to solve?

What is the specific ask?

Who can actually help?

What outcome would count as useful?

When will you stop or change approach?

Ecosystem leverage plan

Field	Your answer
Current bottleneck	_____ _____
Specific ask	_____ _____
Who can help	_____ _____
Target outcome	_____ _____
Owner	_____ _____
Follow-up window	_____ _____
Evidence to collect	_____ _____
Stop rule	_____ _____

Introduction tracker

Introduction	Target buyer/adviser/partner	Ask	Outcome	Follow-up date
Intro 1	_____ _____	_____ _____	_____ _____	_____ _____
Intro 2	_____ _____	_____ _____	_____ _____	_____ _____
Intro 3	_____ _____	_____ _____	_____ _____	_____ _____
Intro 4	_____ _____	_____ _____	_____ _____	_____ _____
Intro 5	_____ _____	_____ _____	_____ _____	_____ _____

Risks, gaps, and evidence needed

Risk or gap	Why it matters	Evidence or action needed	Owner/date
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Decision card

What this now tells me

Decision

Choose one.

- Continue
- Adapt
- Pause
- Exit

Next action

Owner

Date to review
