



NETWORKING LUNCH INSTRUCTIONS

It may sound like a daunting task to design economic development to build multiple forms of capital. You may be asking yourself, “How can I be good at building a stronger environment, individual skills, hard infrastructure, and better jobs ***all at the same time?***” We firmly believe that no single individual or organization takes on the job of building wealth in a community or region. What you need to do is look for partners who are good at building certain kinds of capital so that you complement each other. If you leverage each other’s good work, you’ll be more successful in the long run.

Over lunch, we want to give you a chance to practice this partnership approach to wealth building. We want you to spend some time talking with someone at the Summit who is **skilled at building a form of capital which you are not skilled at building**. Remember, we are talking about individual, intellectual, social, political, built, natural, cultural, and financial capitals.

1. **In the work you do, which capital(s) are you best at building?** Write on one side of an index card and be sure to write your name.
2. **Which capital(s) do you know the least about building?** Write in smaller letters on the other side of your card.
3. Before you leave to gather your lunch, walk around the room and find someone who is **good at building a capital that you are not so good at building**. Remember to hold your card up high with your capital strength visible to others. Once you’ve found a partner, grab your lunch and find a table to sit together.
4. When you sit down, ask your partner to give you an ***example of their wealth creation talents***. Share yours in return.
5. Repeat this sharing process with others at your lunch table.
6. Leave all the cards in the center of your table for the facilitator to collect.

Take a minute to reflect on this process. Did you gain some insights into building some forms of capital that you may have known less about? Did this exercise help you see the value of partnering, perhaps with some different types of people or organizations than are your usual partners?