**WealthWorks Scout Worksheet**

One of the key aspects of today’s work will be applying new ideas to your communities. You will return to this worksheet throughout the day. The object isn’t to be exact, but to practice applying some of the ideas and, in the end, have an idea of the steps that are needed to be a Value Chain Scout who identifies potential economic opportunities!

**Part 1:**

1. Name of WealthWorks Scout (that’s you!) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. Name of Community (and state) that has potential (best guess): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. What drives this community’s potential? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Introduce yourself and share at your table!

**Part 2:**

1. What are this community’s two strongest capitals?

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1. What are this community’s two capitals where investment is needed to make them really productive?

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**Part 3:**

1. What is the Value Chain Opportunity (What is the unique product, service or other asset this community or region has to offer, *that you think people want*)? To the best of your knowledge, who would be interested in purchasing this product or service?

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1. What is the potential for local ownership?

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**Part 4:**

1. Are there 2 or more people in the community interested in exploring this value chain that could serve as an initial leadership team? YES / NO
2. Would you like to discuss this value chain opportunity with a WealthWorks coach? YES / NO

We want to hear from you! At the end of the day, we will ask a few participants to share their value chain opportunity described in this worksheet. We are excited to hear from you!

Feel free to contact Heidi Sheppard (hsheppard@rcap.org) for more information.