

"Settle the Claim!"



## **Internal Influencers Value Worksheet**

	<u>Overall:</u>	
Internal Influencers:		
Priority	Item	Value 1-10
1	Rebuild Cost	
2	Delay Timeline Impact	
3	Additional Delay Expenses	
4	Client Tolerances	
5	ALE Considerations	
6	Time of Year Considerations	
7	WAP Risk	
8	Opponent Profile/Strengths, Weaknesses, Experience	
9	Opponents Patterns and Trends	
10	Your Profile/Strengths, Weaknesses, Experience	
11	Tradeables	
12	Anti-Expert Tactics to Employ	
	TOTAL	
Divide total by number of listed items WEIGHTED INFLUENCE VALUE		