

BNI ONE2ZONE 'How Can I Get You Qualified Referrals' Session



Member:	Business Name:
Your Name:	

Relationships are built on mutual interests, values, respect. Take time to explore areas of common ground.

Marital	Children	
Home Town	Background (first job etc.)	
Interests:		
Ambition:		

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What Plans Do You Have for the Next 12 months? (Business - Personal)		
What Types of Clients/Customers Do You Work With? (Market Sectors)		
1:	2:	3:
Tell Me About a Client From Each	Sector. What You Did, How You Add	Value & Why They Were Impressed?
Who Would Be A Great Client & Why? (probe for specifics)		

What Should I Listen or Watch For That Could Lead to A Good Referral For You?

Listen for:
Watch for:
What would I say about you that would secure a meeting?

What Professions or Trades Would You Like to See in Your Close Referral Power Team?

Your Signature:

Date:

Quality One2Ones are an essential part of building goodwill, understanding & a reputation based on trust: Please hand a photocopy of both sheets to your Membership Coordinator to log your one2one meeting version prc Apr09