



BNI ONE ON ONE MEETING RECORD

This worksheet is designed to get the most out of your one 2 one meetings. Taking notes and really listening to your partner will lead you yo getting better quality referrals for your BNI members. Remember Givers Gain!

Chapter Member Date

1. Tell me about your goals with your company

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2. What are your accomplishments with them?

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3. What are your strengths with the company?

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4. Describe three of your best clients

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5. Who are your contact sphere professions not in the chapter yet?

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6. Are you comfortable with your infomercial/memory hook? Yes or No... if no would you like some help or ideas?

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7. What 'phrases do I listen for' on your behalf to find you a referral?

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8. How can I 'qualify' a person for you, to know if they are serious or not?

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9. What is not a good referral for you?

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10. In what other ways can I help you?

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TIPS. Be respectful of each other's time, be a good listener, always be positive and give encouragement, stay focussed on what you are discussing and most of all, once you have learned this information, be sure to go out and WORK at finding your partner a quality referral.