

1. Name:

3. Profession:

2. Company:

4. Date:

5. USPs *Unique Selling Points.*

11. Best Clients *Describe 3 of your best clients.*

6. Good Clients *Who would be a good client for you?*

12. Needed in Chapter *Which professions from your power team is missing from the chapter?*

7. Conversation starters or triggers *How to start a conversation about your services or what to look for to get your company into conversation?*

13. Memory Hook *Are you happy with your memory hook? If NO would you like some help or ideas.*

8. Goals *Tell me about your goals with your company*

14. Phrase to listen for *What can I listen for to get you a referral?*

9. Accomplishments *What are your accomplishments with them?*

15. Quality referrals *How can I qualify a person for you to know if they are serious or not?*

10. Strengths *What are your strengths with your company?*

16. Not a good referral *What is a bad referral for you?*

17. Can I help? *Can I help you in any other ways?*

18. Follow up 1-2-1. *Plan to take action from your 1-2-1 & set goals for contacts you will ring & help that you can give. MAKE IT HAPPEN.*