

## BNI One to One Meeting Record

Chapter Member:  
Birthday:

Date:  
Partners Name:

|   |   |
|---|---|
| 1 | Tell me more about your goals with your company                 |
| 2 | What are your accomplishments with them?                        |
| 3 | What are your strengths with the company?                       |
| 4 | Describe three of your best clients<br>1)<br><br>2)<br><br>3)   |
| 5 | Who are your contact sphere professions not in the chapter yet? |

|    |  |
|----|--|
| 6  | Are you comfortable with your infomercial/memory hook? Yes/No ... if No would you like some help or ideas?<br><br><br><br><br><br><br><br><br><br> |
| 7  | What "Phrases do I listen for" on your behalf to find a referral?<br><br><br><br><br><br><br><br><br><br>  |
| 8  | How can I "Qualify" a person for you, to know if they are serious or not?<br><br><br><br><br><br><br><br><br><br>                                  |
| 9  | What is not a good referral for you?<br><br><br><br><br><br><br><br><br><br>   |
| 10 | In what other ways can I help you?<br><br><br><br><br><br><br><br><br><br>   |