

BNI WALPOLE CHAPTER

One to One Sheet

Here are 8 questions to ask at your next 1-1

NAME _____ NAME _____ DATE _____

Question	Response
1. Who are your top 3 clients? <i>-this gives an insight into who you do business with</i>	
2. Why do your clients think you are good? <i>-tell them what your USP is, what makes you the best.....</i>	
3. Who are your top 3 target clients? <i>- you never know your 1-1 may know them!!</i>	
4. What is the best way to introduce you?	
5. Who passes you business- <i>could this be a power circle?</i> <i>eg estate agent, solicitor, mortgage advisor etc</i>	
6. How did your best referral happen <i>- come on everyone loved a great story!!</i>	
7. What can I watch/listen for to get you a referral	
8. What are WE going to do next? <i>- no meeting is any good without an action plan!!</i>	