



One:One

Business/Strategy Meetings

Get to Know Your Team and Increase Your Referrals



MEMBER BIO SHEET



Name: _____ Business Name: _____

Profession: _____

Location: _____ Years in Business: _____

Previous Types of Jobs: _____



Family Information:

a. Spouse: _____

b. Children: _____

c. Animals: _____

Hobbies: _____

Activities of Interest: _____

City of Residence: _____ How long? _____



My burning desire is to: _____

Something no one knows about me: _____

Keys to success: _____



GAINS Profile Worksheet

Use this form to record GAINS for BNI members or others with whom you want to build a relationship. Use one form per individual; add sheets as needed. Date each entry to know how old the information is.

NAME: _____ DATE: _____

Goals:

Goals are the financial, business, educational, and personal objectives you want or need to meet for yourself and for people who are important to you. The best way to develop a relationship is by helping someone achieve something that's important to them. If you do, they'll remember you when you need help achieving your goals.

Accomplishments:

Some of your best insight into others comes from knowing what goals they have achieved, what projects they've completed, what they have accomplished both for themselves and for others. Your fellow member's knowledge, skills, experiences, values, and beliefs can be surmised from their achievements.

Interests

Your interests – the things you enjoy doing, talking about, listening to, or collecting – can help you connect with others. People are more willing to spend time with those who share their interests or know something about them.

Networks

How would it benefit you to know what other networks, both formal and informal, that your fellow members are involved with? A network could be an organization, institution, company, civic, religious or professional associations, etc.

Skills

As for Skills, the more you know about the talents, abilities, and assets of the people in your network, the better equipped you are to find competent, affordable service when you or someone you know needs help.



Contact Sphere Worksheet

Contact Spheres are businesses or professions that naturally provide a source of referrals for one another. They are in somewhat related but noncompetitive businesses. Businesses in a Contact Sphere have a symbiotic relationship in that they support and enhance one another.

YOUR CONTACT SPHERE

Your Profession/Business

Related Professions:

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____
- 7. _____

What 3 professions would help you round out your Contact Sphere?

- 1. _____
- 2. _____
- 3. _____

Make a commitment to your BNI business partner to help fill their Contact Sphere by inviting people to BNI from their "Top Three Most Wanted" list above.

1. **What one person and in what business, would be an ideal introduction to enhance your business?**

2. **Describe your ideal customer; the one who's business brings you the largest profits.**

3. **The best way to get what you want is to help others get what they want. How can I help you get what you truly want?**

4. **What is the most common or most harmful misconception about your business?**