



**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.

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## 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.

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## 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.

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## 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.

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## 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.

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# 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.

