



Name		Your Chapter
Members Name		Their Chapter
Date	Time	Location

G.A.I.N.S	Key Information		
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G	Goals What do you really want to achieve?		
	Business	Money	Life

A	Accomplishments What is the best thing you have achieved to date?	
	Business	Personal

I	Interests What really does it for you?	
	Business	Personal

N	Networks Where do you spend your time and who with?	
	Business	Personal

S	Skills What is it that you are exceptional at?	
	Business	Personal



How can I help you by finding you Referrals?

What should I listen out for? What key phrases will I hear? Are there any visual signs that your Service/Product may be required?	
How should I respond to the above? What are good "In Lines" for you?	
What and where are your target markets?	
One reason why people do business for you? What is your USP?	
What professions are in your contact sphere?	
Examples of Bread and Butter referrals?	
Examples of Cream referrals?	
Examples of Dream referrals?	
Is there anything else that I need to know that will enable me to help you?	

Things to do after the meeting

Action items	
Follow up contacts	

Date of our next meeting (no more than 6 months from now)