



# BNI 1-2-1 Worksheet

Your Name and Chapter:

Members Name & Chapter:

Date & Time of Meeting:

Location of Meeting:

**GAINS**

**Key Information**

		<b>GAINS</b>	<b>Key Information</b>
<b>G</b> Goals	What do you really want to achieve?	Business	
		Money	
		Life	
<b>A</b> Accomplishments	What's the best thing that you have achieved to date?	Business	
		Personal	
<b>I</b> Interests	What really does it for you?	Business	
		Personal	
<b>N</b> Networks	Where do you spend your time and who with?	Business	
		Personal	
<b>S</b> Skills	What is it that you are exceptional at?	Business	
		Personal	

## How can I help you by finding you REFERRALS?

<p>What should I listen/look out for? What Key Phrases will I hear? Are there any Visual signs that your Service/Product may be required?</p>	
<p>How should I respond to the above? What are good "In Lines" for you?</p>	
<p>What and Where are your Target Markets?</p>	
<p>One reason why people do business with you? What is your USP?</p>	
<p>What Professions are in your Contact Sphere?</p>	
<p>Examples of BREAD &amp; BUTTER Referrals</p>	
<p>Examples of CREAM Referrals</p>	
<p>Examples of DREAM Referrals</p>	
<p>Is there anything else that I need to know that will enable me to help you?</p>	
<p><b>Things to do after the Meeting</b></p>	
<p><b>Action Items:</b></p>	
<p><b>Follow up Contacts:</b></p>	
<p><b>Date for our next meeting (no more than 6 months from now):</b></p>	