

## DANCE-CARD WORKSHEET

*The Worksheet is designed to get the most out of your one-on-one dance cards. Taking notes and listening to your partner will lead to getting better quality referrals for your BNI Members! Remember, Givers Gain!*

Chapter Member: \_\_\_\_\_ Date: \_\_\_\_\_  
Chapter Member's Company: \_\_\_\_\_

- 1) Tell me about your goals with your company:
  
- 2) What are your accomplishments with them?
  
- 3) What are the strengths of your company?
  
- 4) Describe 3 of your best customers/clients:
  
- 5) Who are your Sphere of Influence professionals not yet in the chapter?
  
- 6) What is your tag line/memory hook?
  - a) Are you comfortable with your infomercial/memory hook? Yes  No
  - b) Would you like help or ideas? Yes  No
  
- 7) What phrases do I listen for on your behalf to find you a referral?
  
- 8) What is the best lead for you?
  
- 9) How can I "Qualify" a lead for you; to know if they are serious or not?
  
- 10) What is not a good referral for you?
  
- 11) In what other ways can I help you?

