

BNI Power One-to-One

A Power One-to-One is meant to be a quick hitting meeting that gets a lot accomplished in a short amount of time. This type of One-to-One is only for those who already know each other well enough to be passing simple referrals. This will help you take that referral relationship to a new level.

Name: _____ Date: _____

Company: _____ BNI Category: _____

Who is your Target Market?

What are your main products and services per Target Market?

What is your unique selling proposition (USP) or most important selling point? Why would someone use your products or service?

What should I say to qualify a prospective customer for you?

Which companies and industry would be good referral sources for you?

What should I say to connect you with a prospective referral source for you?

What action(s) can I do to support you in the next 24 hours?