



One-to-One Schedule

Business Building Interview

	Date / Time	Partner(s)	Location
Week 1			
Week 2			
Week 3			
Week 4			
Week 5			
Week 6			
Week 7			
Week 8			
Week 9			
Week 10			
Week 11			
Week 12			
Week 13			
Week 14			

One-to-Ones should be longer than 20 minutes and less than 60 minutes. It's an opportunity to get to know each chapter member and their business better.

BE FOCUSED

Share information from your Member Bio Sheet and GAINS Profile.

By meeting repeatedly with each member outside of the group, you will increase your rapport and mutual understanding with them, thereby increasing the potential to give and get referrals. To receive sustained referrals you need mutual rapport and trust with your Power Referral Partners. Plan on conducting One-to-Ones as often as necessary to continue building the referral relationship!