



## 1-2-1 POWER CARD

Name: \_\_\_\_\_ 1-2-1 with \_\_\_\_\_ ("your Partner") on \_\_\_\_/\_\_\_\_/\_\_\_\_

**TIPS:** Be **respectful of each other's time**, be a **good listener**, always be **positive** and **give encouragement**, stay **focused** on what you are discussing and most of all, once you have learned this information, be sure to go out and **WORK** at finding your partner a **quality referral**. Share Your GAINS Work Sheet!!

1. Describe the products & services offered by you. **Be VERY specific.**
2. Tell me about your goals with your company/business?
3. What are your accomplishments with your company/business?
4. What are the strengths of the company?
5. Describe three of your best clients.
6. Who are your contact sphere professions not in the Chapter yet?
7. "Phrases do I listen for" on your behalf to find you a referral?
8. How can I "Qualify" a person for you, to know if they are serious or not?
9. What is not a good referral for you?
10. What are the most **common misconceptions** of your Partner's business & what should I say?
11. Are you comfortable with your infomercial/memory hook? (Yes or No). If the answer is "NO" would you like some help or ideas?
12. In what other ways can I help you?
13. Say 1 positive thing about your Partner to affirm him/her.