

## Biography Sheet



Name:	Company Name:
Location:	
Profession:	Years in the Business:
Previous Types of jobs:	
Spouse/Partner:	
Children:	
Pets:	
City of Residence:	Years in the City:
Hobbies/activities/ interests:	
Burning desire:	
Something no one knows about you:	
Key to success:	



# GAINS Exchange®

## Goals

## Accomplishments

## Interests

## Networks

## Skills



Contact Spheres are businesses or professions that naturally provide a source of referrals for one another. They are in somewhat related but non-competitive businesses. Businesses in a Contact Sphere have a symbiotic relationship in that they support and enhance one another.

## Your Contact Sphere

---

Your Profession / Business

Related Professions:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_



## Top 10 Customers Worksheet

### Top / Last 10 Customers

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

List your previous or top 10 customers. Think about how you can increase the referrals you receive by helping your one-to-one partner understand how to find you more customers like these! Were these customers in a certain kind of business or market? Were these customers in a specific position that you are targeting? Are there other specific companies that you are targeting that are similar to these?

*Note: Some professions have confidentiality requirements; if you are in one of these professions you can describe the 'qualities' or "characteristics" that make your best customers, your best customers.*

### Notes on Customers

- ✓ Where did they come from?
- ✓ What did you do for them?
- ✓ Are these average clients?

**Make notes in the space below about your previous 10 customers.**

### Notes on Referrals

- ✓ What are other referral sources?
- ✓ What are 'good' referrals?
- ✓ What are 'bad' referrals?

**Make notes in the space below about referrals.**