



ONE MORE REFERRAL

Building Your Business One Referral at a Time

One on One Schmooze

Why schmooze?? It is all about building relationships and getting in front of other business professionals.

At One More Referral, we set the stage to create an environment where business professionals can meet to network and let others know of their products and services that they offer.

By continually attending our networking meetings, other business professionals will get to know you and your products & services, which in turn will allow them to feel comfortable to refer you to their customers and clients.

Name: _____

Company: _____

Email: _____

Products & Services: _____

Good Referral: _____

Next Meeting: _____

Focus:

- What is your target market??
- Who are your target clients??
- What do you do to get clients??
- What database do you use to contact clients??
- What is your plan to keep in touch with your clients??
- What do you do to market your business??
- What do you use to advertise your business??

Assisting in being a team member of your business:

- What are you doing to get your business in the community??
- What can I do to help your grow your business??
- How can I be a team player in your business??

Personal interests:

- Personal background – hometown, family members, cultural background?
- Interests – sports, community activities, hobbies, travel?

Let One More Referral be an extension of your team!!!