



One-To-One BBI Worksheet

Interview each other and complete a GAINS Profile for _____.(BBI Partner)

The ultimate measure of a successful BBI is both the commitment and result of finding a referral for each other. Make sure you bring referral slips with you to the meeting. Ask your BBI partner to define what a good referral is for him/her.

Get your partner to teach you helpful hints that could lead to a referral for him/her.

Ask what words you should use to make the referral connection.

Obtain the appropriate form of consent from those individuals that you refer to BNI members as potential clients/customers. (Get their implied or express consent to share their contact information.)

A good referral would be:

Reasons this type of referral works well are:

Phrase(s) to listen for and thing(s) to look for:

Tell them:

“Use the following words to turn this opportunity into a referral”. It is also important to tell the potential client/customer “what’s in it for them”.
