



POWER DANCE CARD

Name: _____ dancing with _____ 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.

1. The following describes the products & services you offer. [Be VERY specific]

i. _____ ii. _____

2. How are you different from your competitors? [eg: My product comes with a 5 years money back guarantee etc]

i. _____ ii. _____

3. Name businesses / people within your Target Market. [eg: Lawyer - House Buyers, Bank Officers etc]

i. _____ iii. _____

ii. _____ iv. _____

4. Which Contact Sphere professions are still not in your chapter? [Non-conflicting industry serving the same target market]

i. _____ iii. _____

ii. _____ iv. _____

5. What would be good "Conversation Starters" so that I can listen out for lead phrases? [eg: Cleaner - How long does it take you to clean your entire house?, Lawyer - Do you know what your rights as an employer are? etc]

i. _____

ii. _____

6. What "Phrases Do I Listen For" to find you a referral? [eg: Accountant - I don't have time to do my taxes, Web Developer - I'm looking to market my business internationally, Printer - I'm getting married etc]

i. _____

ii. _____

7. How can I "Qualify" a referral for you to see if they are serious? [eg: Can I tell ___ that you are serious in getting a maid?, Can I inform ___ that you will be visiting his outlet tomorrow at 10 AM? The more specific the better]

i. _____

ii. _____

8. What is NOT a good referral for you? [eg: Distributors - single item orders, Contractor - soft furnishing etc]

i. _____ iii. _____

ii. _____ iv. _____

9. What are the most common misconceptions of your business & what should I say? [eg: Feng Shui consultations are expensive, There are hidden cost behind every bridal package etc]

i. _____ - _____

ii. _____ - _____

10. Are you happy with your infomercial? [Yes / No] My opinion is that... [Provide constructive feedback]

11. On the scale of 1-10, how would you rate me as a fellow member? [1 being pathetic, 10 being outstanding]

[Be COMPLETELY OPEN to feedback - it's the hallmark of members who have a high level of awareness and maturity]

12. What would I have needed to do differently to make it a 10?
