

Weekly Focus

List specific products

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

List specific target markets

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

List specific services

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

What problems do you solve?

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

Weekly Presentation

Name _____

Company Name _____

Position you hold in the chapter _____

Product or Service related to the referral request you are going to make _____

Story related to the product or service related to the referral request _____

Referral Request:

Who do you know who.....

Industry

Company Name

Position

Name

How do we recommend/introduce you to this person? Give us the words to use _____

Name _____

Company Name _____