



One-to-One Information

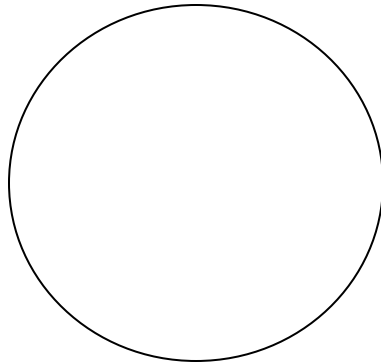
What's a One-to-One?

The **One-to-One** is a great tool to use to get to know members of your chapter – outside of your regular meetings!

Why do One-to-Ones?

The better rapport you have with each member, the more referrals you will both be able to give to each other. By systematically developing your relationships with each other, you will also be systematically developing your referrals in future meetings!

What is the Process?



One-to-One Goals

- Get to know you.
- Meet with someone in your contact sphere.
- Meet with someone NOT in your contact sphere.
- Refocus on Referrals: Someone you haven't referred to in a while.
- Engage a new member: A new member you have not yet met 1-2-1.