

## DBNG: One-to-One Meeting Card

### MEMBER INFORMATION

<b>Business Name:</b>			
<b>Profession:</b>			
<b>Location:</b>		<b>Years in Business:</b>	
<b>Previous Types of Employment/Jobs:</b>			
<b>My burning desire is to:</b>			
<b>Something no one would know about me:</b>			
<b>My key to success:</b>			

## Centre of Influence

A Centre of Influence is made up of business or professions that naturally provide a source of referrals for one another. They are somewhat related but non-competitive businesses and may not be yet a member of DBNG. Businesses in the same Centre of Influence have a symbiotic relationship in that they support and enhance one another.

<b>1</b>		<b>6</b>	
<b>2</b>		<b>7</b>	
<b>3</b>		<b>8</b>	
<b>4</b>		<b>9</b>	
<b>5</b>		<b>10</b>	

### Centre of Influence Top 3

What 3 professions/businesses from the above list would enhance your centre of influence?


**Make a commitment to help fill their Centre Of Influence by inviting people to DBNG that are in their "Top 3"**

## Last 10 Customers

List your **last 10 customers** and **what you did for them**.

You can also include information such as where they came from? Were these customers in a certain kind of business or market? Were these customers in a specific position that you are targeting?

<b>1</b>		<b>6</b>	
<b>2</b>		<b>7</b>	
<b>3</b>		<b>8</b>	

4		9	
5		10	

**Note: Some professions have confidentiality requirements; if you are in one of these professions you can describe the “qualities” or “characteristics” that make your best customers your best customers.**

## Referrals

What makes a good short term referral for you? (Generally results in a sale within a short space of time)


What makes a good long term referral for you? (May involve lengthy relationship building before a sale is made but results in larger sales and/or ongoing business)


What is a bad / unsuitable referral for you?


What are the things to listen or watch for that could lead to a good referral?

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How could I start a conversation about you with my clients?

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