



One-to-One networking questions

Meeting with: _____

Date: _____

1. What is the primary product or service that you offer?

2. What is an ideal client for you, and why?

3. What are triggers that I can look and listen for so that I can refer you?

4. How do I refer you? (what method is best)

5. Are we primary referral sources for each other, or secondary/indirect?

6. Has anything changed in your business since we last connected?

Action Items/Commitments from this meeting:

- a. _____
- b. _____
- c. _____

We will meet again: _____ at _____.