

1on1's

He who does the most **1on1's** wins - our 'Money Source' chapter GOAL is 2 per week.

VCP - Visibility creates Credibility for Profitability = people are more comfortable referring business to those they Know, Like & Trust.

Face to face 1on1's creates credibility.

80% of referrals given & received are from 1on1's.

Give client **testimonials** during your 1on1's - your believing customers will help others believe in you too.

The **#1 goal of a 1on1** is to get folks to believe in you - to talk about you = 3rd party testimonials.

Win-Win...

Treat your core BNI relationships like a **bank account** - the more you invest into them, the stronger they become, the more valuable you become to each other & the more you'll both get out of them.

In the **true spirit of win-win** make deposits unconditionally - experience the joy of giving - trust the system that it'll come back to you.

Constantly provide good referrals to expand their business.

Know their interests, family, home, sports, hobbies - the more you know about your core relationships, the better position you'll be in to be able to help them.

When win-win behaviour becomes truly embedded in your everyday life, the floodgates of opportunity will open up for you like never before.

You'll become richer for it in every possible way.

Givers Gain - GAINS - find out their...

Goals - where they're going

Accomplishments - where they've been

Interest - show genuine interest in their hobbies, sports, leisure time activities, their home, etc.

Network - circles they move in

Skills - what sets them apart.