

## Some Recommended Questions for Your 1-2-1 Meeting

**1-2-1 Partner:** \_\_\_\_\_ **Date:** \_\_\_\_\_

### **Be on time, and ensure that nothing will interrupt your meeting!**

The following are just some of the questions that each 1-2-1 partner should ask, and answer. See if there are any common interests, experiences, activities, goals, etc.

1. What are your interests or hobbies outside of BNI?  
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2. What are your goals in business and in BNI for this year?  
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3. What other networks are you in?  
\_\_\_\_\_
4. Tell me a few things I would not know about you from your presentations?  
\_\_\_\_\_
5. How do I introduce you to someone who uses another person in your category?  
\_\_\_\_\_
6. Describe a referral that BNI members are most likely to encounter for you.  
\_\_\_\_\_
7. What is your ultimate referral?  
\_\_\_\_\_
8. What will I hear that might indicate someone would need your products or services?  
\_\_\_\_\_
9. What will I see that might indicate someone would need your products or services?  
\_\_\_\_\_
10. What can I ask that might indicate someone would need your products or services?  
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11. Who or what type of person would you like to be introduced to and why?  
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12. When giving a testimonial about you to a potential referral what information can I give to set you apart from others in your field? (education, skills, special achievements, etc.)  
\_\_\_\_\_
13. Name 3 types of business you would like to have in our chapter and why?  
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14. What professions in your contact sphere are not represented in our chapter, and why are they not represented?  
\_\_\_\_\_
15. What other professions can you pass referrals to that I could invite to our chapter?  
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