## Some Recommended Questions for Your 1-2-1 Meeting 1-2-1 Partner:\_\_\_\_\_\_Date:\_\_\_\_\_\_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?

- 2. What are your goals in business and in BNI for this year?
- 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?

11. Who or what type of person would you like to be introduced to and why?

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?

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?