

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?