

Connect and be a Rock Star resource!

Name _____ Business _____

1. Who are your three best clients?

2. How can I help you find another “best” client?

3. Who would a great referrer for you?

4. Are you a member of a professional association/meet up group? If so, which one? What does it mean to you to be a member and what has it done for you?

5. What is the one job or client that sticks out in your mind and why?

6. How did your past experiences lead you to the profession you are in today?

7. If you had to start all over again, what would you do differently in your career?

8. What are some phrases I should be listening for, or what are some conversation starters I could use to help identify a referral for you?
