

**BNI Mid Day Power Partners  
One-on-One Dance Card Worksheet**

This worksheet is designed to get the most of your on-on-one dance cards. Taking notes and listening to your partner will lead to getting better quality referrals for your BNI members.

**Chapter Member** \_\_\_\_\_ **Date** \_\_\_\_\_

**1. Tell me about your goals with your company.** \_\_\_\_\_

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**2. What are your accomplishments with them?** \_\_\_\_\_

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**3. What are your strengths with in the company?** \_\_\_\_\_

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**4. Describe 3 of your best clients.** \_\_\_\_\_

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**5. Who are your contact sphere professions not in the chapter yet?** \_\_\_\_\_

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**6. Are you comfortable with your infomercial/memory hook? Yes or No.  
If no, would you like some help or ideas? \_\_\_\_\_**

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**7. What phrases do I listen for on your behalf to find you a referral? \_\_\_\_\_**

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**8. How can I qualify a person for you; to know if they are serious or not?**

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**9. What is NOT a good referral for you? \_\_\_\_\_**

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**10. In what other ways can I help you? \_\_\_\_\_**

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Be respectful of each other's time, be a good listener, always be positive and give encouragement. Stay focused on what you are discussing.

**GOOD NETWORKERS HAVE TWO EARS AND ONE MOUTH FOR  
A REASON!!**