



POWER DANCE CARD

Name: _____ dancing with _____ on ____ / ____ / ____

TIPS: Be **respectful of each other's time**, be a **good listener**, always be **positive** and **give encouragement**, stay **focused** on what you are discussing and most of all, once you have learned this information, be sure to go out and **WORK** at finding your partner a **quality referral**.

1. The following describes the products & services you offer. [**Be VERY specific**]
 - i. _____
 - ii. _____
2. How are you **different** from your competitors? [eg: My product comes with a **5 years** money back guarantee etc]
 - i. _____
 - ii. _____
3. Name businesses / people within your **Target Market**. [eg: Lawyer - House Buyers, Bank Officers etc]
 - i. _____
 - ii. _____
 - iii. _____
 - iv. _____
4. Which **Contact Sphere** professions are still **not** in your chapter? [Non-conflicting industry serving the **same target market**]
 - i. _____
 - ii. _____
 - iii. _____
 - iv. _____
5. What would be good **"Conversation Starters"** so that I can listen out for **lead phrases**? [eg: Cleaner - How long does it take you to clean your entire house?, Lawyer - Do you know what your rights as an employer are? etc]
 - i. _____
 - ii. _____
6. What **"Phrases Do I Listen For"** to find you a referral? [eg: Accountant - I don't have time to do my taxes, Web Developer - I'm looking to market my business internationally, Printer - I'm getting married etc]
 - i. _____
 - ii. _____
7. How can I **"Qualify"** a referral for you to see if they are serious? [eg: Can I tell ____ that **you are serious** in getting a maid?, Can I inform ____ that you will be visiting his outlet **tomorrow at 10 AM?** The more specific the better]
 - i. _____
 - ii. _____
8. What is **NOT** a good referral for you? [eg: Distributors - single item orders, Contractor - soft furnishing etc]
 - i. _____
 - ii. _____
 - iii. _____
 - iv. _____
9. What are the most **common misconceptions** of your business & what should I say? [eg: Feng Shui consultations are expensive, There are hidden cost behind every bridal package etc]
 - i. _____ - _____
 - ii. _____ - _____
10. Are you happy with **your infomercial**? [Yes / No] My **opinion** is that.... [Provide **constructive** feedback]

11. On the scale of 1-10, how would you **rate me as a fellow member**? [1 being pathetic, 10 being outstanding] [Be **COMPLETELY OPEN** to feedback - it's the hallmark of members who have a high level of awareness and maturity]

12. What would I have **needed to do differently** to make it a 10?
 - i. _____
 - ii. _____