



MEMBER BIO

Secretary/Treasurer

Be prepared. Please review the speaker's bio prior to the actual introduction. Choose only a few points of interest. Reading the entire bio is not always necessary.

Strategies & Tactics:

When doing Dance Cards, exchange Member Bio's as a written record of your personal information. It can be very useful to collect a library of Bio's from everyone in your chapter.

Record birthdays, favorite restaurants etc. to send greeting cards and/or gift certificates as a Thank You for a perfect referral.

Personal Info:	Full Name:	.....
as of this date	City of Residence:	.....	How Long:
___/___/___	Birthplace:	.....

Occupation:	Business Name:	.....
Years ____	Location:	.....
	Profession:	.....
	Previous Jobs:	.....

Family Info:	Name of Significant Other	Comments	
<input type="checkbox"/> Single	.....	.....

<input type="checkbox"/> Married	Name of Spouse	Comments	
Years ____	.....	.....

<input type="checkbox"/> Child(ren)	Name(s) of Child(ren)	Age	Comments
Boys ____	.....	.....	.....
Girls ____	.....	.....	.....

<input type="checkbox"/> Pets	Name of Pet(s)	Comments	
Dogs ____	.....	.....
Cats ____	.....	.....

List any:	.....	
Hobbies	.....	
Interests	.....	
Activities	.....	

Burning Desire:	.....	
Key to Success:	.....	
Something no one knows about me:	.....	
		

ONE-to-ONE DANCE CARD

MEMBER'S NAME DATE

GOALS are the business or personal objectives you want or need to meet for yourself or the people who are important to you. You need to define your goals and have a clear picture of the other person's goals. The best way to build a relationship with someone is to help them achieve their goals.



GOALS

ACCOMPLISHMENTS are those things that people like to talk about. Things that they are proud of. Remember, some of your best insight into others comes from knowing what goals they have already achieved. Your knowledge, skills experiences and value can be surmised from your achievements.



ACCOMPLISHMENTS

INTERESTS are things that help you connect with others. Interests can include things like, sports, reading, music, community service, hobbies, pets, etc. People like to spend time with those who share similar interests. Discovering which interests you have in common will strengthen your relationship.



INTERESTS

NETWORKS can be formal and informal. A network can be an organization, institution, company, or individuals with whom you associate. List friends, family members, neighbors, business associates, sports team members, clients, Chamber members, community or professional organizations.



NETWORKS

SKILLS are the talents and abilities that make each individual unique. The more you know about the skills, talents, abilities, credentials, experience, and qualifications of the people in your network, the more value it adds to the referral process.



SKILLS

1.	2.	3.
1.	2.	3.
1.	2.	3.
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1.	2.	3.

