

## Next Level One to One Sheet (Advanced)

Name:

Chapter:

Date:

Who are your **top 3 current clients**?

- 1.
- 2.
- 3.

Why do your clients think **you are so good**?

Who are your **top 3 target clients**?

- 1.
- 2.
- 3.

What's the best way to **introduce you** to a potential client?

Who passes **you** business (Introducers)?

How did your **best referral** happen?

What can I **watch/listen for** to get you a referral?

My **actions** from this 1-2-1 are?