



# Dance Card Planner

*Get to Know Your Members and Increase Your Referrals*

Use this Dance Card Planner to hold your dance card worksheets. Keep original copies of your worksheets in here, ready to fax to the person you will meet with next. The worksheets you can use include the Member Bio Sheet, Contact Sphere Planning Worksheet, GAINS Worksheet and Last 10 Customers Worksheet. If you need more copies of these worksheets, contact your director. You can also call the Michigan BNI office at (248)601-1719. Or send an email to Dan Georgevich at [dang@bni-mi.com](mailto:dang@bni-mi.com)

BNI–Michigan (248) 601-1719

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***Dance Card Planner***  
 Be *Systematic* and Increase Your Referrals

	<b>Date/Time</b>	<b>Partner</b>	<b>Location</b>
<b>Week 1</b>			
<b>Week 2</b>			
<b>Week 3</b>			
<b>Week 4</b>			
<b>Week 5</b>			
<b>Week 6</b>			
<b>Week 7</b>			
<b>Week 8</b>			
<b>Week 9</b>			
<b>Week 10</b>			
<b>Week 11</b>			
<b>Week 12</b>			
<b>Week 13</b>			
<b>Week 14</b>			
<b>Week 15</b>			
<b>Week 16</b>			

The Dance Card, really just a way to schedule one-on-one meetings, is a great tool to use to get to know members of your chapter—outside of your regular meetings! The better rapport you have with each member, the more referrals you will both be able to give each other. By systematically developing your relationships with each other, you will also be systematically developing your referrals in future meetings! Use the planner above to schedule your one-on-one Dance Card meetings.

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## ***Dance Card Planner***

It's as simple as scheduling one meeting a week with one of your BNI members!

### **1: Set Time and Date**

- Restaurant
- Someone's Office (preferred)

*Pick a time to meet! It is better if you meet at someone's office because you can learn more about their business that way.*

### **3: Exchange Info Before the Meeting**

*Fax your four worksheets to your dance partner before your meeting. If you are meeting with many members of your chapter, keep the originals handy and fax them to the next person on your list a week ahead of time.*

### **5: Meet with Your Dance Partner**

*Meet with your dance partner and learn as much about how to find referrals for them as possible. Use the worksheets as a way to get started on this.*

### **2: Prepare Your Worksheets**

- Bio Sheet
- GAINS worksheet
- Last 10 Customers worksheet
- Contact Sphere Planning Sheet

*Take the time to prepare your Dance Card Worksheets. The worksheets will help you share important information with your dance partner about your business and how to find referrals for you.*

### **4: Bring Worksheets to One-on-One**

*Bring the same materials to your one-on-one meeting that you faxed earlier. You can also bring other materials that will help you help each other. For example, you can also bring testimonials from your customers or your rolodex to share if appropriate.*

### **6: Commit and Agree on Goals**

- One short-term referral
- One long-term referral
- Invite prospects from partner's "Contact Sphere Top 3"
- Meet again (possibly at other person's office)

*Make a commitment to help your dance partner with referrals, both short-term and long-term. At the same time, invite prospective BNI members from their "Top-3" list to help them build their network through BNI and their Contact Sphere. If you met at someone's office, plan to meet at the other person's office next time.*

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## **More NETWORKING Resources are on the Internet!**

For more ideas on how to improve your networking success, visit the Michigan BNI website at [www.bni-mi.com](http://www.bni-mi.com). From the Michigan website you can link to SuccessNet newsletters and the BNI Learning Center which are located at our International BNI website: [www.bni.com](http://www.bni.com).

## **Chapter Openings Available!**

If you have a friend or business associate that wants to join BNI, have them visit our website to learn more. The best way to find out about chapter availability is send an email to Dan Georgevich at [dang@bni-mi.com](mailto:dang@bni-mi.com). Or give us a call at (248)601-1719.

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Visit our website!

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