

## G.A.I.N.S Sheet

Date

Name

Business Name, address, phone, website, and or e-mail address.

Goals – *To do 1 – 2 1-on-1 meetings a week. Give 1 – 2 qualified referrals a week. To make \$100,000 in new business in 2011, by getting 3 new clients a week.*

Accomplishments – *Business awards, association's awards/nominations. Climbing Mount Everest. Having a happy marriage.*

Interests – *Reading business literature, ballroom dancing, etc*

Networks – *Other networking groups you may belong to (various chambers, etc), industry associations.*

Skills – *Excel spreadsheets, QuickBooks, reverse mortgage, etc.*

Make sure to personalize your G.A.I.N.S sheet. Use special or different colored paper. Remember this is a part of you that you are handing out to your fellow members. Do everything in your power to make sure they hang on to it and use it for future reference. Last but not least, use your G.A.I.N.S sheet to **TOOT YOUR HORN!** Don't be afraid, this is your time to shine be proud!