

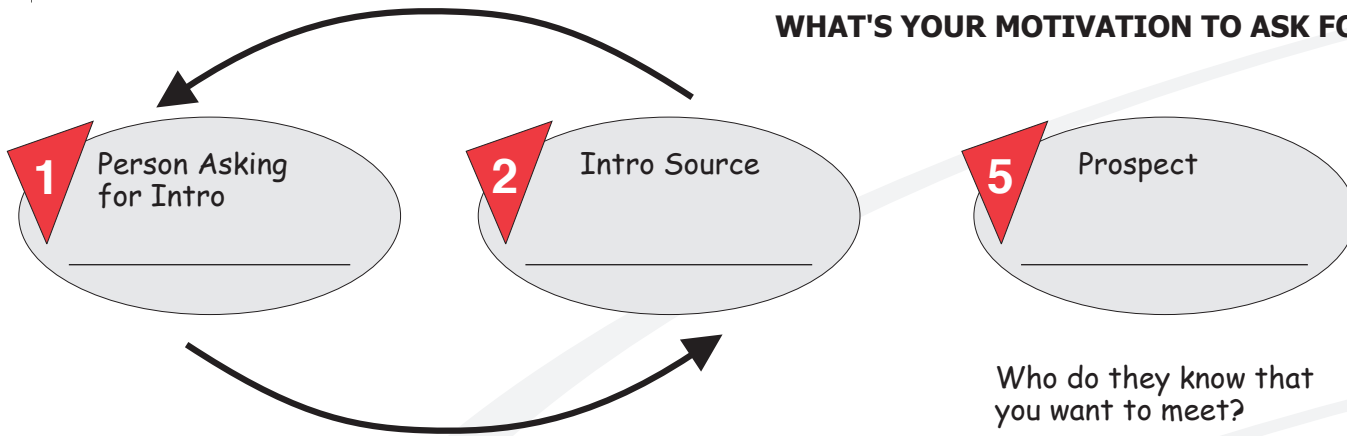


Introductions

# Creating The Flow™ Worksheet: What is it that's keeping you from asking for intros?



## WHAT'S YOUR MOTIVATION TO ASK FOR AN INTRO?



**1** Person Asking for Intro  
\_\_\_\_\_

**2** Intro Source  
\_\_\_\_\_

**5** Prospect  
\_\_\_\_\_

### What do I want them to say about me?

**S** Situation:  
Do you remember what your situation was when we first met? What was everything that was wrong?  
\_\_\_\_\_  
\_\_\_\_\_

**O** Opportunity:  
Referred, introduced, cold call, positive leverage?  
\_\_\_\_\_  
\_\_\_\_\_

**D** Decision:  
What was the process when you evaluated us and why were we chosen?  
\_\_\_\_\_  
\_\_\_\_\_

**A** Action:  
What action would I say has occurred since then?  
\_\_\_\_\_  
\_\_\_\_\_

**R** Result:  
Quantify savings, time, money, x-mod gone down?  
\_\_\_\_\_  
\_\_\_\_\_

**3** How long has this person been a client/customer?  
\_\_\_\_\_

**4** How many times have you asked them for an introduction or referral? If not, why?  
\_\_\_\_\_

**8** Do you have any angst, hesitation, or fear that would prevent you from comfortably asking for an intro?  
**If YES go to #9**  
**If NO go to SODAR**

Who do they know that you want to meet?

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

**6** Total Potential Revenue

\$ \_\_\_\_\_  
\$ \_\_\_\_\_  
\$ \_\_\_\_\_  
\$ \_\_\_\_\_ (A)

**7** NEW BUSINESS COMMISSION GOAL

\$ \_\_\_\_\_ (B)

Percentage of New Business Commission Goal (A÷B)  
% \_\_\_\_\_

**9** WHAT DO I KNOW ABOUT THEM?

Personally \_\_\_\_\_  
Professionally \_\_\_\_\_

- EXERCISE OBJECTIVES:**
1. Create Motivation for asking for intro
  2. Remove Mental Barrier for not asking
  3. Improve peer-to-peer coaching skills

**10** REMOVE MENTAL BARRIER

What can you do for them?

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

If you did that, would you be comfortable asking for introductions?  
**GO TO SODAR**

1. List person asking for introduction.
2. List introduction source:  
Who is a great introduction source you haven't tapped into yet?
3. How long has this person been a client/customer of yours?
4. In that period of time, how many times have you asked them for an introduction or referral?
  - a. If the answer is "NEVER" ask "There must be a reason. What is it?"
  - b. If the answer is "YES" ask "How did it go?"
5. Who does your introduction source know that you would like to get introduced to?
  - a. List three prospects names
  - b. Put potential revenue next to each prospect
  - c. Add total revenue potential
6. **ASK:** Is this a sufficient amount of revenue to get you excited enough to ask your source for introductions?
7. What percentage of your New Business Commission Goal would the potential revenue represent?
8. **ASK:** Do you have any angst, hesitation, or fear anything that would prevent you from comfortably asking this person for help in introducing you to these people?

<b>YES</b>	<b>NO</b>
Go to 9	Go to SODAR
9. What do you know about your introduction source?
  - Personally
  - Professionally

The goal is to find an area to make a connection, where you can make a contribution and allow you to get over your hesitation.
10. **REMOVE MENTAL BARRIERS:** List 1-3 things you can do for them.

If you did that would you be comfortable asking for introductions?

**GO TO SODAR**