

# 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.

# G

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.

# A

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.

# I

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.

# N

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.

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SKILLS

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