



COACH'S TIPS

Tip #17

Referrals : My networking involvement during the week

Week of : _____ to _____

Quantity	Statement	Referrals Name
	I personally did a transaction with another GR Member.	
	I gave a referral to a GR Member.	
	I personally spoke to a person and invited them to visit our group (member or non-member).	
	I sent a personal letter to a person to visit our group. (member or non-member)	
	I used the services of a member in my group.	
	I buy repeatedly the services of a GR Member * + 1 referral per transaction.	
	I gave a referral to a GR Member (case not closed).	
	I visited a GR Members establishment outside my weekly meeting.	
	A non-member gave me a referral or made a transaction because of GR. * Other referrals	
	I referred a member to join another GR Group.	
	I participated in an event organized by GR (training, conference, tradeshow)	
	I attended an event put on by GR Member + 1 per person	
	I sponsored a GR Member for a fundraiser	

TOTAL