

It's your responsibility to schedule coffee, or call, or email; ask three questions, and craft a professional introMinute that makes us sit up, eager to hear new information.

If you'd like, you're welcome to use one question from each column in this prep sheet, or invent your own.

INTROMinutes Are Prepared, Positive and Professional
make the presenter comfortable and the Team eager to listen

Geometry <i>the branch of mathematics that deals with points, lines, planes and solids</i>	Volume <i>the number of three-dimensional units contained in a solid</i>	Ratio <i>the comparison of two numbers by division</i>
<ul style="list-style-type: none"> • At what point did you understand you would be good at this business? • What is the line that connects your history and your future? • A geometric plane has length and width — which dimension in your life is larger right now? What changed? 	<ul style="list-style-type: none"> • How many units do you have in your life? Interpret this question any way you choose! • Where in your business have you increased the amount —the volume? • What life skill did you choose to learn because of the benefit it would bring to the volume of your life? 	<ul style="list-style-type: none"> • What ratio in your life contributes to your success? • What is the ratio of time you've spent in this industry compared to other types of work you've done? • What do you understand as a ratio—as math—that other people think of in words, or sounds, or pictures?

INTROMinutes are the way to show the Team how we say good things about each other when we refer to our clients. This is your opportunity to roll out a red carpet of good will for the speaker that will turn into 3-way referral introductions.

Looking forward to hearing the new information you share,

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