

BNI GAINS Worksheet

Member Name, Business Name and Type of Business:

Goals: Goals are the objectives you want or need to meet for yourself or for the people who are important to you. You need to define your goals and have a clear picture of your dance partner's goals. The best way to build a relationship with someone is to help them achieve their goals.	Personal Goals	Business Goals
Accomplishments: People like to talk about the 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 values can be surmised from your achievements.	Personal Accomplishments	Business Accomplishments
Interests: Your interests can help you connect with others. Interests are things like playing sports, reading books and listening to music. People like to spend time with those who share common interests. When you and your dance partner share interests, it will strengthen your relationship.	Personal Interests	Business Interests
Networks: You have many networks, both formal and informal. A network can be an organization, institution, a club, company or even an individual you associate with.	Personal Networks	Business Networks
Skills: The more you know about the talents and abilities of the people in your network, the better you are able to find and refer products and services when the need arises. And when you are trying to attract business, the more people know about your skills, the better your chances for successful connections.	Personal Skills	Business Skills

How well do you know those you want to include in your network? Chances are you have a little homework to do. Spend more time with the people you already know and concentrate on learning these five essentials – their goals, accomplishments, interests, network and skills. Make sure you give back the same kind of information. The more they know about you, the faster your name will come to mind when an opportunity arises in which your products, services, knowledge, skills or experience might play a part.