

MRRN Annual Education Conference

August 17, 2015, 8:00am

Eberhard Center, Grand Valley State University

“Creating Connections with Success”



One-to-One INFER Worksheet

Personal Information:

Name:

Company:

Birthday:

Target Market:

Interests: What do they like to do when they aren't selling widgets?

Networks: What other groups do they belong to? What other events do they attend?

Future Focus: What are their goals – professional and personal

Evolution or Epic Journey: How did they get to where they are?

Relationships: Who are their family and friends?

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<http://thereluctantnetworker.com>
<http://52ConnectionTips.com>

Additional Resources: <http://goo.gl/PRT4ie> OR use the QR code above OR
<http://thereluctantnetworker.com/resources-MRRN>