

Power Team Report Card

<i>Do I..?</i>	REGULARLY	SOMETIMES	RARELY
Arrive early or on time for my networking group meetings —			
Introduce myself to visitors at the meetings —			
Prepare my Sales Force Update in advance —			
Alternate the Targeted Prospects I train my Power Team to recognize —			
Meet individually with other Power Team members —			
Successfully train Power Team members to give compelling testimonials —			
Diligently seek Bragging Buddy opportunities for my Power Team —			
Carry a stocked and current business card organizer —			
Give high quality referrals to meet or exceed group standards —			
Invite potential networking partners to meet with the Power Team leader —			
Follow up quickly on referrals I receive —			
Keep referral sources updated on follow up activity —			
Exceed client expectations and consistently make referral sources look good —			
Thank people who give me referrals —			
Keep the Power Team up to date with my current marketing tools —			
Dress to meet or exceed expectations —			
Maintain an enthusiastic and positive attitude —			
Engage in Open Networking Opportunities —			
Invest time in personal development & communication skills —			
Invest time in professional development & communication skills —			
Total			
	x5	x3	x1
Scores			
TOTAL SCORE			

Scoring System

95+ Power Team Hall of Famer
85+ Power Team All Star
70+ Power Team Role Player
60+ Power Team Bench Warmer