



## BHS Networking Interview for Coffee Talks

Name of Interviewee: \_\_\_\_\_ Interview Date: \_\_\_\_\_

Before sharing about the answers to the questions,  
Pass your business cards to each other then...

Share no more than 5 minutes on each topic, 30 minutes each, then switch partners.

1. List one (1) networking tip which has helped you grow your business.

\_\_\_\_\_

What made this work for you? \_\_\_\_\_

2. If someone told you they were opening a new business what is the most important thing you would tell them to do and why? \_\_\_\_\_

3. Define the perfect client for your business and explain why this constitutes the "perfect client"! \_\_\_\_\_

\_\_\_\_\_

4. If there was one concern/condition that drives clients to your business what would it be? \_\_\_\_\_

5. What other business alliances would be natural referral sources for your business?

\_\_\_\_\_

6. What do you need for your business right now or within the next 3 months?

(something other than more clients/customers) \_\_\_\_\_