



Recon Meeting Record Sheet

Visited :

Company :

Occupation :

Date :

R - Reason

What is your reason, your passion, your drive to be in the business you are in?

E - Experience

What have you learned to get to this point? What are your best and worst moments in business?

C - Customers

Who is your target market?

O - Out of the Office

Away from your business what do you like to do?

N - Next

What is next for your business or personally?

Other Notes

Book Date For Return Recon :

Stimulant Questions for Recon Meetings

Some questions that help to move things forward (if you can't think what to ask) include

1. How long have you been in business?
2. What is your main area of business?
3. What makes up a typical 'day to day' referral?
4. What makes you different?
5. Where do you get business from?
6. How do you promote yourself?
7. What is your target customer?
8. Can you give me an example of a bad referral you have had?
9. Do you work with any other companies to enhance your service offering?
10. What would your 'Dream' referral be?

