

Business Buddy

The Professional Connection

www.jericsorrell.com/businessbuddies

Let's make the most of your **Business Buddy** experience each month! This form is designed to help add value to your partnership. It is not a requirement, but it could add a lot of value to your experience.

I recommend completing your side of the form *before you meet* with your Buddy so you are prepared to answer the questions for them with a thoughtful and concise response.

I recommend the following process.

1. **Fill out your side** of the form
2. **Hop on a call** with your Buddy once they finish their side
3. **Go through the completed questions together** over the phone and write or type notes into their side of the form so you can refer back.

How your Business Buddy experience unfolds is completely up to you and your Buddy. Every Buddy experience will be unique.

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Buddy Info

Info			
Name	Jeric Sorrell	Vic	Michael
Phone	951-397-1827	909 295 1589	702-340-3136
Email	sorrellusmc@hotmail.com	lilsaintproductions@gmail.com	michaelhumel@wheelsnwarriors.com
Time Zone	PST	PST	PST
Other info			

Want some extra support from Coach J? ELITE members are the only people who can work 1:1 with him at this time. If you're in the ELITE program, [learn more here](#).

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FAQ's

Once this form is completed and we have an initial call together, what should a Buddy check-in look like?

The Business Buddy partnership is designed to be an accountability partnership. So it's important that you have a general understanding of your Buddy's business so you can support them best. This new partner is somebody you can run ideas by and share your professional experience with.

I recommend using the following prompts as a bare minimum for your weekly check-in

- **What's going** on in business lately?
- **How are this week's commitments** going for you?
- **What commitments** are you setting that I can check in on next time we chat?

Feel free to go the extra mile with these prompts!

- **What is a win** from within the past week?
- **What kind of challenges** did you face?
- **Anything you want to talk about** and get perspective on?

Remember, your Business Buddy relationship goes both ways! You aren't expected to solve any problems here, but you simply asking these questions can make a big impact for your partner!

Do I have to fill out this form every month?

This is an optional tool designed to make the most out of you and your Buddy's experience. Use this tool as you see fit. You'll notice that you can complete certain parts of the form one time and use the same responses month over month.

Am I expected to coach my Buddy and provide solutions to their problems?

No. Every Buddy shows up with a different skillset and mission, so some Buddies go beyond the call of duty and help troubleshoot each other's business experiences. That said, simply showing up curious, interested, and engaged, can actually be very helpful for your partner.

When you explore these topics, you may find that your Buddy has a resource, referral, or recommendation for you that suits your needs. If you're seeking fresh perspective on something you're experiencing in business, this is the person to run that by!

What if I don't hear from my Buddy or I end up not wanting to talk with them?

The Buddy program is designed to help you build a deeper connection with your fellow ELITE partners. If for some reason you aren't able to make contact, or you prefer not to work with your partner, contact me directly. [EMAIL](mailto:jericsorrell@jericsorrell.com)

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About

About You and Your Buddy			
Please be brief. Write your answer within a couple sentences and practice explaining within 30-seconds or less. <u>Completing your side ahead of time will help you stay on topic, so you get the most out of the conversation.</u>			
	Your Business	Buddy Vic	Buddy Michael
Explain the business you will focus on this month with your Buddy in under 30 seconds.	TPC is a business coaching and networking organization for people early on in their business.	Motivational speaking, Podcast	WW is a freelance writing business to help businesses showcase their products and services to disabled people to make their lives better. Niche: health, adaptive aids, recreation and tourism.
Give an overview of the main offer you're focusing on in under 30-seconds	ELITE- Medium ticket offer where people do group coaching and networking.	People can come on to my podcast talk about their prods/Service and have their commercial played for 1 month	Write articles for businesses that showcase their products and services to disabled people.
What do you consider a good client ? Who should I refer your way? <i>Explain in under 30-seconds</i>	Somebody within 2 years of their business who is generating some income but wants to level their MAIN OFFER income up from hundreds of dollars to thousands.	People who are just starting their business & People who want more followers	A business professional in the health industry or disabled services industry.

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Month in Review

Month In Review			
Please be brief. Write your answer within a couple sentences and practice explaining within 30-seconds or less. <u>Completing your side ahead of time will help you stay on topic, so you get the most out of the conversation.</u>			
	Jay	Buddy: Vic	Buddy Michael
Walk me through this past month in under 30 seconds.	Main offer, ELITE, has grown at the level I was hoping. We've added about 5 people this month.	My podcast has grown it has been placed on the radio this month	Writing blogs for businesses so I can hopefully get clients. I've sent emails to introduce myself and my business. Haven't had much luck.
What are some successes from the past month? <i>Explain in under 30-seconds</i>	Adding people to ELITE.	Been to a seminar had some breakthroughs more followers	Getting clarity on what I'm supposed to do as far as writing and finding my ideal client.
What are some struggles you faced the past month? <i>Explain in under 30-seconds</i>	I've struggled to create a lower cost offer, but it is in the works and about to be launched.	Finding more followers	I haven't been getting clients. They're saying no, or not responding. I'm a writer, but I'm not tech-savvy. I can write, but I cannot get them on the site.

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Upcoming Month

Upcoming Month			
Please be brief. Write your answer within a couple sentences and practice explaining within 30-seconds or less. <u>Completing your side ahead of time will help you stay on topic, so you get the most out of the conversation.</u>			
	Jay	Buddy: Vic	Michael
<p>Walk me through this next month in under 30 seconds.</p>	<p>I plan to add another 5-10 ELITES in August.</p>	<p>I plan to create new commercial slots & find new followers</p>	<p>Meeting on the 21st with person who has helped me with freelance writing. This should streamline my business. Looking for consistency and efficiency.</p> <p>I'm writing blogs, but not putting them up.</p> <p>Create a community. Build blog. Book comes out Sept. 5.</p>
<p>What impact would you like to make on your business in the next month?</p> <p>Think leads, appointment sets, closed deals, revenue, etc.</p> <p><i>Explain in under 30-seconds</i></p>	<p>I have plenty of leads. I just need to build a deeper connection with them to qualify them for ELITE.</p>	<p>Find more leads make more money with my podcast</p>	<p>I'd like 5 clients. Reach out to 40 people. 10 a week.</p> <p>\$20 an hour for a blog. 500 words. 1000 words- \$25 an hour.</p>
<p>How can your Business Buddy support you best?</p> <p><i>Explain in under 30-seconds</i></p>	<p>Ask if I've contacted leads.</p>	<p>Ask if I have talked to anyone about my podcast</p>	<p>I need accountability. It's okay to be hard on me.</p> <p>To make sure I'm being productive- writing articles, client outreach, letters of introduction.</p>
<p>Is anything coming up this month that could throw you off track? Travel, medical, etc. How can you prepare so it's not a disruption?</p> <p><i>Explain in under 30-seconds</i></p>	<p>No.</p>	<p>No.... Nothing</p>	<p>Been taking care of wife. She's doing better, so I should be back on track.</p>

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Our Check-ins

Our Check-ins			
	Jeric	Vic	Michael
When will we check-in? (Ex. Every Monday at noon)	Any	Any	Earlier in the day.
How will we check-in? (Ex. By phone, text, email)	Any	Any	Phone or text (text might be best)
What will be the duration of our calls?	15-min	15	
Is it okay to randomly text or call ? Any certain hours?	Yes between 10 a.m. and 5 p.m. Monday thru Thursday.	any time before 5pm	Yes it's okay.
Other			

Remember, the entire point of the **Business Buddies** program is that you have somebody in the ELITE community to build a deeper connection with throughout each month. Show up curious, interested, and ready to support your new Buddy!

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