

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.

This form should take under 10 minutes to complete and is designed to help you come up with concise and thoughtful prompts for conversation.

I recommend the following process.

1. **Fill out your side** of the form
 - A. **email it** to your Buddy for them to complete, or
 - B. **call your Buddy** to fill out their side.
2. Hop on a call to discuss and **set up your plan** for the month- i.e. your actions, your goals, your check-in dates, etc.
3. **Check in each week** to be sure they're taking their action steps, and vice versa.

Your goal should be to be the most supportive and enthusiastic Business Buddy you can be!

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Buddy Info

Info	Buddy 1	Buddy 2	Buddy 3
Name			
Phone			
Email			
Time Zone			
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 actions** 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?

I highly recommend encouraging your Buddy to complete the form to get the ball rolling. I believe that if you complete the form as well, you can show up with the utmost focus and foundation for a productive conversation. Furthermore, visiting the prompts each month will help you explain your business and offers better... Practice, you know?

But, whether you use the tool is up to you.

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](#)

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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>			
	Buddy 1	Buddy 2	Buddy 3
Explain the business in focus for this month in under 30 seconds.			
Give an overview of the main offer you're focusing on in under 30-seconds			
What do you consider a good client ? Who should I refer your way? <i>Explain in under 30-seconds</i>			

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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>			
	Buddy 1	Buddy 2	Buddy 3
Walk me through the past month in under 30 seconds.			
What are some successes from the past month? <i>Explain in under 30-seconds</i>			
What are some struggles you faced the past month? <i>Explain in under 30-seconds</i>			

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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>			
	Buddy 1	Buddy 2	Buddy 3
What metrics will you impact this month? Consider these... Leads Appointment sets Closed deals Revenue, etc. <u>Attach a # to your goal.</u> <i>Explain in under 30-seconds</i>			
What actions will support this goal?			
How can your Business Buddy support you best? <i>Explain in under 30-seconds</i>			

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Our Check-ins

Our Check-ins			
	Buddy 1	Buddy 2	Buddy 3
When can we check-in? (Ex. Every Monday at noon)			
How will we check-in? (Ex. By phone, text, email)			
What will be the duration of our calls?			
Is it okay to randomly text or call? Any certain hours?			
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?			
<i>Explain in under 30-seconds</i>			

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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