

# Business Buddy

The Professional Connection

[www.jericsorrell.com/businessbuddies](http://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

<b>About You and Your Buddy</b>			
Please be brief. Write your answer within a couple sentences and practice explaining within 30-seconds or less. <b><u>Completing your side ahead of time will help you stay on topic, so you get the most out of the conversation.</u></b>			
	<b>Buddy 1</b>	<b>Buddy 2</b>	<b>Buddy 3</b>
Explain the <b>business</b> in focus for this month in under 30 seconds.			
Give an overview of the <b>main offer</b> you're focusing on in under 30-seconds			
What do you consider a <b>good client</b> ? Who should I refer your way?  <i>Explain in under 30-seconds</i>			

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### Month in Review

<b>Month In Review</b>			
Please be brief. Write your answer within a couple sentences and practice explaining within 30-seconds or less. <b><u>Completing your side ahead of time will help you stay on topic, so you get the most out of the conversation.</u></b>			
	<b>Buddy 1</b>	<b>Buddy 2</b>	<b>Buddy 3</b>
Walk me through <b>the past month</b> in under 30 seconds.			
What are some <b>successes</b> from the past month?  <i>Explain in under 30-seconds</i>			
What are some <b>struggles</b> you faced the past month?  <i>Explain in under 30-seconds</i>			

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### Upcoming Month

<b>Upcoming Month</b>			
Please be brief. Write your answer within a couple sentences and practice explaining within 30-seconds or less. <b><u>Completing your side ahead of time will help you stay on topic, so you get the most out of the conversation.</u></b>			
	<b>Buddy 1</b>	<b>Buddy 2</b>	<b>Buddy 3</b>
What metrics will you <b>impact</b> this month?  <b>Consider these...</b> Leads Appointment sets Closed deals Revenue, etc. <b><u>Attach a # to your goal.</u></b>  <i>Explain in under 30-seconds</i>			
<b>What actions</b> will support this goal?			
How can your <b>Business Buddy</b> 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
<b>When</b> can we check-in? (Ex. Every Monday at noon)			
<b>How</b> will we check-in? (Ex. By phone, text, email)			
What will be the <b>duration</b> of our calls?			
Is it okay to <b>randomly text or call?</b> Any certain hours?			
Is anything coming up this month that could throw you off track? Travel, medical, etc. <b>How can you prepare</b> 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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