



# New Member Orientation Guide

## **60 Second Presentation Worksheet**

Use one of these four items as a foundation for your 60 second presentation. DO NOT spend 60 seconds describing your business.

Focus on teaching members what they need to know to recognize and develop a referral for you.

It's what you need that matters.

1. My 3 best customers are:

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2. Examples of referrals that work well for me:

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3. My contact sphere (power team) professions are:

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4. New doors I'd like to open:

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