BNI®
Business Network Int'l.

The Notable Networker's "Referral Tracking System"

DATE	REFERRALS NAME	REFERRED BY	CONTACTED REFERRAL ON (DATE)	INTEREST -HOT-WARM -TEPID-COLD	MEET ON (DATE)	FOLLOW-UP MEETING(S) ON DATE(S)	STATUS CLOSED(SOLD) MIGHT CLOSE NO CLOSE	APPROXIMATE VALUE (IF CLOSED)	SPIN OFFS -Yes(How Many) -No

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