

# Month One

**Daily**  
Attend  
1x one to one meeting

5 x 1:1

<input type="checkbox"/>	Week 1
<input type="checkbox"/>	Week 2
<input type="checkbox"/>	Week 3
<input type="checkbox"/>	Week 4

- Attend:** 1 x Network-ing Event
- Connect:** Email, Social Media, Webinars or Calls
- Share:** Valuable insights, content or tools-keep it short
- Introduce:** Other business owners or potential clients
- Support:** offer support in some way
- LBE:** Share your low barrier to entry product

## Alchemy

- Group Meet:** Referral / super group - give/ receive introductions
- Reward:** All referrals should receive an reward
- Ask for Business**

# Month Two

**Daily**  
Attend  
1x one to one meeting

5 x 1:1

<input type="checkbox"/>	Week 1
<input type="checkbox"/>	Week 2
<input type="checkbox"/>	Week 3
<input type="checkbox"/>	Week 4

Attend Connect Share Introduce Support LBE

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Alchemy

- Group Meet**
- Reward**
- Ask for Business**

# Month Three

**Daily**  
Attend  
1x one to one meeting

5 x 1:1

<input type="checkbox"/>	Week 1
<input type="checkbox"/>	Week 2
<input type="checkbox"/>	Week 3
<input type="checkbox"/>	Week 4

Attend Connect Share Introduce Support LBE

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Alchemy

- Group Meet**
- Reward**
- Ask for Business**

# Quarterly

**Measure and Calibrate:**

How many introductions/ referrals are you giving / receiving

**Surprise**

Give a surprise gift - an invitation to an event, tickets, thank you cards

# Referral Alchemy Program



## District32 Commercial Value Formula:

- \* 9 referral partners
- \* 2 meetings per week - 2 introductions or referrals per week
- = 42 qualified leads in 12 months