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| **Your Future Is Created By What**  **You Do Today**  **~~Not Tomorrow~~** | | | | |
| **MONDAY** | **TUESDAY** | **WEDNESDAY** | **THURSDAY** | **FRIDAY** |
| Make a List:  List three people in Business in Common who are in your Contact Sphere:  Set up at least one  1-2-1 | Make an Effort  Consciously make an effort to send a referral today  Do you know someone who could use a service provided by someone in your group? | Does anyone know what day it is?  HUMP DAY!  Let’s help the group get over the hump  Invite 5 people to your next meeting  Remember – it is a numbers game | Thirsty Thursday  Are you thirsty for more referrals?  Reach out to a few members via email. Let them know what a great referral source they are for you and how they can best refer you. | Switch it up!  We all know how the 60-second routine goes. Try to switch it up. Add an attention grabber, a slogan, or just some new information to help the group better refer business to you! |