

**CLIENT PROFILE FOR
KURK LALEMAND, LICENSED PROFESSIONAL BUSINESS COACH
NEXT LEVEL BUSINESS COACHING**

THANK YOU FOR AGREEING TO HELP ME MEET A COUPLE OF INTERESTING BUSINESS OWNERS. I AM LOOKING FOR ONE OR TWO INTRODUCTIONS TO PEOPLE YOU KNOW WHO ARE SMART, WORK HARD AND ARE READY TO CHANGE.

I WILL NOT CONTACT ANYONE WE DISCUSS UNTIL YOU SPEAK TO THEM AND GET THEIR OKAY

If you get the chance before we meet, I'd like you to take a moment and write down six or seven names of business owners you know and really like! Use the list below to spark your memory. Next just pick the six or seven that you think would make great clients for me. We probably won't pursue them all but let's talk about them anyway. Who do you know that...

- OWNS A SUCCESSFUL BUSINESS WITH BETWEEN 1 AND 20 EMPLOYEES?
- IS STILL WORKING (50 TO 70 HOURS PER WEEK)?
- IS GREAT AT WHAT THEY DO BUT STRUGGLES TO RUN THE BUSINESS END?
- WANTS TO GROW THEIR BUSINESS?
- OWNS A COMPANY THAT SPENDS A LOT OF MONEY ON ADVERTISING?
- HAS MENTIONED THAT BUSINESS ISN'T "AS FUN AS IT USED TO BE?"
- HAS MENTIONED THAT "GOOD HELP IS HARD TO FIND THESE DAYS?"
- HAS MENTIONED THAT (S)HE IS "WORRIED ABOUT THE ECONOMY?"

Please jot down the names and telephone numbers of five or six friends, relatives or business associates who fit the above descriptions. Thank you for taking the time to help me expand my business. I'm going to ask you to introduce me to one of these folks.

NAMES OF PEOPLE I MIGHT BE ABLE TO INTRODUCE YOU TO COACH!

1. _____
2. _____
3. _____
4. _____