



Weekly Presentation *Planning Document*

Planning, Bragging, Complaining

What would someone be **planning** that would trigger the need for your product or service?

What would someone be **bragging** about that would help your referral partner identify a need for your product or service?

What would be an example of **complaining** that would lead to an introduction for your business?



Section 1 – Products

Take two minutes to brainstorm specific products you provide. If you are a service provider only, skip to section 2

Section 2 – Services

List out all your specific services. Note: if you are in a business where you only provide products and not services, you can skip this section.





Section 3 – Target Markets

Identify all your target markets.

Section 4 – Problems You Solve

Brainstorm what problems you solve through your business.





Map it Out

Take a moment to identify the topic you will focus on for your next weekly presentation. Using the 4 steps on your screen, map out your weekly presentation.

