



# FROM YOUR NETWORKING GROUP, TO YOUR POWER TEAM (and back)

**Power Partners + Collaboration → Stronger Referrals**

## **What Is a Power Partner?**

A Power Partner serves the **same types of clients you do**, but provides a different, complementary service.

The goal:

Find the right people within your networking group and build deeper referral relationships.

## **5 Basic Power Teams**

### **BUSINESS**

Accountant • Banker • Attorney • Insurance • Payroll/HR • IT • Business Consultant

### **HOME**

Realtor • Mortgage • Home Inspector • Insurance • Contractor • Moving • Home Services

### **FINANCIAL**

Financial Advisor • CPA • Estate Attorney • Banker • Insurance • Benefits/Medicare

### **PERSONAL**

Family Attorney • Travel • Events • Photographer • Senior Services • Personal Services

### **HEALTH & WELLNESS**

Physical Therapist • Chiropractor • Massage • Fitness • Nutrition • Mental Health • Health Insurance



## Build YOUR Power Team

My Power Team: \_\_\_\_\_

3 Power Partners I should know better:

1. \_\_\_\_\_ Profession: \_\_\_\_\_
2. \_\_\_\_\_ Profession: \_\_\_\_\_
3. \_\_\_\_\_ Profession: \_\_\_\_\_

Who's missing from our Power Team?

\_\_\_\_\_

## Activate Your Power Team

- ☐ Schedule a One-to-One
- ☐ Learn who they want to meet
- ☐ Know what to listen for
- ☐ Make an introduction
- ☐ Invite a missing profession
- ☐ Meet regularly and share opportunities

## Imagine the Possibilities



Don't just ask, "Who can we invite?"

Ask, "Who's missing from our Power Team?"