

# WOMEN'S BUSINESS CENTER

AT CANISIUS COLLEGE

## E Network- Tracking Your Lead SUCCESS

### Women In Networking ■ LEAD SLIP

Date \_\_\_\_\_

WIN Group \_\_\_\_\_

Referred By \_\_\_\_\_

Referred To \_\_\_\_\_

Contact Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Please Contact       Will Contact You

Comments:

White - Pass      Yellow - Keep      Pink - WBC

Date: *You are giving lead/referral*

E Net group: *Empowering*

Referred By: *YOUR name*

Referred To: *E Net member you are referring business to*

Contact Name: *Name of referral (new lead)*

Company Name: *Contact's Company*

Address & Phone: *Contact's address & phone #*

**Check box that applies**

Comments: *Any information the E Network member may need to know to make this lead productive.*

**Give white copy to E Net member you are referring. Give yellow copy to yourself and give pink copy to WBC (Lynn Rybak)**

### Women In Networking Grow Slip

Date: \_\_\_\_\_

Name: \_\_\_\_\_

WIN Group: \_\_\_\_\_

Dollar Amount: \$ \_\_\_\_\_

Description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Given**

**Received**

**One-on-One Meetings**

**Worth of Your Seat**

Date: *of transaction or month of transaction*

Name: *Yours*

E Net group or Advisory group:

Dollar Amount: *Gross sales amount from transaction (ex: If realtor sells home the total \$ the home was sold for is listed)*

Description: *Type of sale it was or event which produced the profit. WHO (E Net MEMBER) referred you this sale. (If profession allows) OR Name of E Net member you did a one-on-one with.*

**Given: All referrals given should be listed on Lead Slips ONLY (white)**

**Received: Circle if you received profit from this transaction.**

**One-on-One mtg.: Circle if you met with a E Net member outside of the regular meeting. (List both/all names above)**

**Worth of Your Seat: Circle if this transaction added profit to your business based on your membership to E Net @ WBC.**