

**Here are a few tips that Christopher would like to share as he continues to inspire as a leader and mentor within the organization:**

- Update your GAINS sheet every quarter depending on the market or season that you're working on.
- Considering sending your GAINS digitally prior to meeting. Request one at least 1-2 days prior to meeting.
  - It's a good practice to send them a separate email after sending the calendar invite.
- Set the expectation on the GAIN's to be sent prior. If not, then consider rescheduling the meeting.
  - This can be contingent on whether it is an initial meeting or not.
  - It allows you to know or educate them, as to the "why".
- Once the GAINs profile has been received, compare it to your own to find the LCD (lowest common denominator). This allows you to have a common thread to build upon and learn who you can introduce them to .
- At the meeting the hard work is done:
  - Review the details found LCD
  - Then follow the following structure
    - Intro (Invited)
    - Intro (invitee)
    - Look (what to look for)
    - Listen (what to listen for)
    - Say (what to say)
  - Finally, go through calendar of upcoming meetings with above mentioned outline.