

# MBX PAACE of BUSINESS

**Pastimes** are the things you do that are not associated with your vocation. For example: reading, sports, listening to music, travel, or gardening. Pastime activities are good ways to create connections that could contribute to your referral base. Make a list of your pastimes to enable your M&M partner to get to know you better.

**Aims** are your personal or business objectives—the things you hope to accomplish through your work. Knowing the aims of another MBX member is a good way to gain insight into how you might help them reach those goal/s. Be able to define your goals in clear language to another MBXer.

**Achievements** are the things you have attained in your lifetime and are proud of. These can include academic awards, special licenses, awards for your work and other accomplishments. Knowing another person's achievements give excellent insight into their capability and how you can refer for her/him.

**Connections** are the formal and informal associations that you have. These can include service and civic clubs, faith-based communities, professional organizations, and organizations for which you volunteer your services. These connections represent possible referral networks.

**Expertise** is all about your talents and abilities. The more you know about fellow MBXers' abilities, the more you will know how to refer business to them. As you talk with MBXers, ask about their respective abilities as they will about yours.

**Pastimes**

**Aims**

**Achievements**

**Connections**

**Expertise**