

PERSONAL PROFILE WORKSHEET

W . I . T . T . ~ F . O . R . M . ~ S . I . G . N

As we build relationships, it's valuable to discover what's important to each other. This worksheet is designed to get to know each other better and very useful for 3-way calls. It helps the leader prepare more thoughtfully. It helps the person who sets up the call communicate what's important to the people they invite. Finally, the person invited to the call will have a better experience as a result of our planning.

1. W.I.T.T. WHAT'S IMPORTANT TO THEM

Name: _____ Age: _____ City/State: _____

When & Where did you meet? _____

Purpose of call: _____

Describe interest level: _____

2. F.O.R.M. FAMILY ~ OCCUPATION ~ RECREATION/HOBBIES ~ MOTIVATION

Personal Information: Complete what you know about their F.O.R.M.

F: Family/Friends: _____

O: Occupation: _____

R: Recreation/Hobbies: _____

M: Motivation/Mission/Money/Message: _____

3. S.I.G.N STRENGTHS ~ INTERESTS ~ GOALS ~ NEEDS

Personal Attributes: Complete what you know about their S.I.G.N

S: Strengths: _____

I: Interests: _____

G: Goals: _____

N: Needs: _____