



# One to One Planner

*Get to Know Your Team and Increase Your Referrals*



Email your worksheets to the person you will meet with next. The worksheets included in this manual include the Member Bio Sheet, GAINS Worksheet, Contact Sphere Planning Worksheet, and Previous 10 Customers Worksheet.





# Member Biography Sheet

Name: Amit Ganguly

Date: 24<sup>th</sup> September 2024

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## Business Information

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Business Name: Blessed IT Solution Pvt Ltd

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Profession: Software Training Service Provider

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Location: TC Palya Main Road, Bangalore

Years in Business: ~4 Years

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Previous types of jobs: Worked in organizations for 26+ years, from 1994 to 2000. First 9 years as a Trainer, then Software Development, Pre-Sales, Learning and Development Lead, and Business Lead. My last organization was Accenture where worked from Dec 2005 to February 2020.

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## Personal Information

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### Family Information

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A. Spouse: Swati Ganguly

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B. Children: None

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C. Animals: One Dog - Buno

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D. Hobbies: Reading, watching movies

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Activities of interest:

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City of residence: Bangalore

How long? 20 years

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## Miscellaneous

My burning desire is to:

- For the corporate client, to work as their Training Partner or Training Consultant so that we can make their employees productive on day 1.
- For Computer Science Engineering Students, no student should remain unemployed or be forced to work in the Call Center.

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**Something no one knows about me:** I am the author of the book “From Manager to Leader – the Secret of the Success” and have two courses in Udemy.

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**My key to success** is to keep the client’s end objective for the training as the top priority and suggest a solution that will be beneficial for them to achieve their objectives and goals.

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# GAINS Worksheet

Use this form to record GAINS for yourself or others with whom you want to build a relationship. Use one form per individual; add sheets as needed. Date each entry to know how old the information is.

NAME: \_\_\_\_\_ DATE: \_\_\_\_\_

## Goals:

1. Become an exclusive or trusted training partner for mid-sized IT companies (headcount between 100 to 900).
  2. Introduce our programs in AICTE-approved Technical Colleges and Universities.
  3. Be part of renowned International universities by introducing our programs.
  4. Affiliation from MIT (Massachusetts Institute of Technology).
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## Accomplishments:

1. Organized training program for more than 600 corporate employees and 450 college/university students.
  2. Saved ~55 Lakhs for our clients by making them project-ready immediately after the training.
  3. Lead Delivery Training in Accenture for India, APAC, and EMEA region.
  4. Instrumental for Internalization of training in Accenture, and competency development in Accenture.
  5. TEDx Speaker
  6. Awarded as Top Business of the Year 2023 in HR and Recruitment Category by Great Companies.
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## Interests

1. Traveling to new destinations.
  2. Watching movies
  3. Listening to others.
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## Networks

1. ISYB – I Support Your Business
  2. International Institute of Influencer
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## Skills

1. Training Management
2. Competency Management
3. Training Need Analysis
4. Training Delivery
5. Employee Engagement and Retention. You are to find competent, affordable service when you or someone you know needs help.





# Contact Sphere Planning Worksheet

Contact Spheres are made up of businesses or professions that naturally provide a source of referrals for one another. They are in somewhat related but non-competitive businesses. Businesses in the same Contact Sphere have a symbiotic relationship in that they support and enhance one another.

My Contact Sphere is \_\_\_\_\_

## My Contact Sphere Members

1. Soft Skill Trainer
2. Cloud Service Provider (AWS, Azure Cloud)
3. Vendors of Software Development Tools (Jira)
3. Security Solution (Firewall, Cyber Security Tools)
4. Database service providers
5. Hardware vendors
6. Talent Acquisition Platforms (LinkedIn)
7. Consultants helping to frame the Strategy for a Software firm.
8. Other software vendors (Adobe, Microsoft)
9. \_\_\_\_\_
10. \_\_\_\_\_

## Contact Sphere Top 3

What other three professions would help you round out your Contact Sphere? Write them down in the space below.

**Profession 1: Sales Trainer**

**Profession 2: Freelance Trainers**

**Profession 3: Freelance Developers working for IT Startups.**

**Make a commitment to your One-to-One partner to help fill their Contact Sphere by inviting people to BNI who are in his/her top 3.**

**Commitment: I commit to help my 121 partner to get him/her connected with their contact sphere partner.**



# Previous 10 Customers Worksheet

Imagine how you can increase the referrals you receive by helping your BNI business partner understand how to find more customers like the ones listed below!?

1. List your previous 10 customers below.
2. Select the ones that are ideal clients or a good referral for you.
3. Write your answers to questions in the spaces provided.

	Customer, Industry or Description	What did you do for them? If an Ideal Client, describe why.	Ideal Client
1	GoaVega – Software Company	We provided Advanced MS Excel Training for 25 employees that helped them to complete their regular work in 1 hour less time (daily).	<input checked="" type="checkbox"/>
2	CraftSilicon	Provided Azure Data Lake and Azure AI training for 5 employees (including their group CEO) and all 4 of them have been able to start using Azure in their project from the very next day of the training.	<input checked="" type="checkbox"/>
3	Igniterium	Provided Embedded Linux and C training for 20 of their employees and all started working on the client project from the next working day. This helped them to save nearly INR 4 Lacs.	<input checked="" type="checkbox"/>
4	Pierian	Advanced Excel Training for 90 of their employees (3 batches). As a result of the training, they could automate one complex reconciliation which saved 5 hours every week.	<input checked="" type="checkbox"/>
5	Top Tiles	Excel training for their Sales team. Each employee now completes every invoice processing one hour less than what they used to take earlier.	<input checked="" type="checkbox"/>
6			<input type="checkbox"/>
7			<input type="checkbox"/>
8			<input type="checkbox"/>
9			<input type="checkbox"/>





# Commit to take action!

The success of the One-on-One Business/Strategy Meeting depends on how well you follow through with the actions you have agreed to take.

## How do you introduce me to your client?

Name, Company or Industry:	Conversation Starter (What to say):	By When?
Any CXO-level leader of a small to mid-sized IT company	I know a person, who has 30+ years of experience in the industry. If you select his organization as the Talent Development Partner of your organization, he can make your employee project ready immediately after the training, which will save the payroll cost of the shadow period, which you would have paid otherwise.	
HR Lead of any organization that has 10+ employees using Excel extensively. For example, CA Firms	I know a person, who has 30+ years of experience in the industry. If you select his organization to get your team trained in the advanced features of MS Excel, he can reduce the time your team is taking every day to complete their work. This means your team can serve more clients at the same period.	

**Identify one long-term goal/referral that your BNI business partner can help you achieve:** To be the training partner for at least 100 mid-sized IT companies across India.

**What action steps need to be taken to make this long-term goal/referral a reality?** Please see the categories mentioned above along with What to Say. That should create a pull factor while referring me.

**By when?** By end of 2025



# Let's review the system!

It's as simple as scheduling one Business/Strategy Meeting each week with one of your BNI members.

