REFERRAL SCRIPT

Why are referrals so powerful? **When structured correctly social proof is the most powerful sales driver. Word of mouth makes up for 18-35% of sales in most industries.**

Referrals script

Hey ____, Have you got a minute to talk?

Past Customer: Sure! I've got 5 now

I won't keep you long, but the reason for my call is that I really enjoyed working with you, and would like to know if you have anyone in your network that would benefit from our services.

I'm not going to put you on the spot now, but if it's ok with you how about I call back in a few days to see if anyones come to mind?

And to follow up...

Hey _____,

Reaching out to see if anyone had come to mind?
Ok awesome, it would be amazing if you could do an intro for me. If it's ok with you, a 3 way email introduction would be great. If your feeling super generous, fire me over their cell number too.

*Can be a text

SIX FIGURE
Secrets