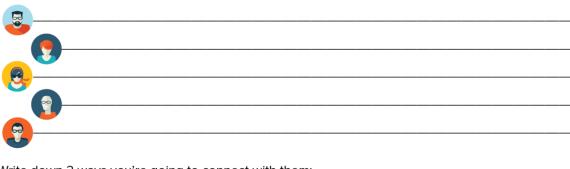


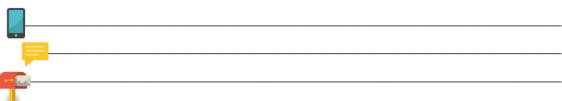


REFERRAL PLANNER

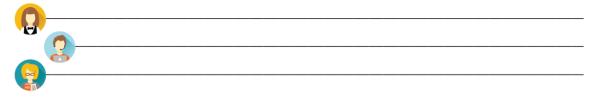
1.	Write down	5 friends o	r family	members	who you	know,	know	lots of	people:
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Write down 3 ways you're going to connect with them:



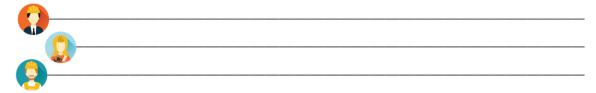
2. Write down 3 potential chance encounters:



Write down 2 ways you will connect:



3. Write down 3 professional, business, or service contacts:



Write down 2 activities that you're going to do to work with them:



4.	Write down 3 associations, groups that you are a member of:						
	Write down 2 ways that you will connect/showcase your skills:						
_							
5.	Identify 3 relocation partnership opportunities in your area:						
	Identify 2 ways to connect/showcase your expertise:						
							
6.	Identify 2 potential advertising/marketing opportunities in your market:						
	Table 1						
	Write down which one you're going to test (3x minimum):						
	3X						
7.	Write down 3 friends/family members who live in a different city/state:						
	<u></u>						
8.	Write down 3 clients who are moving to/from a different city/state:						
	<u></u>						
9.	Write down 1 current lead source that you don't always follow up on:						
	1						
10	Estimate how many leads/year you don't follow-up on more than once						
If you get 1 new client for each item = 10 new clients							
10 clients x average home sale/purchase = \$ X .03% commission = incre							