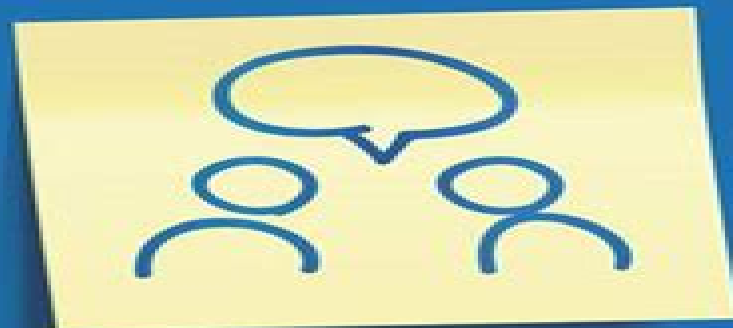


Foreword by Gerhard Gschwandtner, Publisher of *Selling Power*



DON'T Keep Me a Secret!

Proven Tactics to Get More Referrals and Introductions

Bill Cates

President of Referral Coach International and
author of *Get More Referrals Now!*

Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions

Gavin Stelling



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Beyond Referrals: How to Use the Perpetual Revenue System to Convert Referrals into High-Value Clients Bill Cates, 2013-04-19 More Introductions More Appointments More Clients You face four hurdles to gaining new clients finding enough of the right prospects getting their attention making the sale and multiplying your clients through referrals While referrals are important they're not the endgame Beyond Referrals helps you turn referrals into introductions appointments and sales showing you how to turn referrals into introductions to the prospects who are eager to hear from you Then you'll learn proven ways to convert a high percentage of prospects into high value clients Bill's referral system is being used throughout our company because the results are undeniable He has truly revolutionized the way our advisors are acquiring new clients through referrals This book will turbocharge your client acquisition

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The Perfect Referral David White,2019-07-16 The satisfaction of a good referral strategy springs from low cost and high returns Real power springs from referral strategies you put to work Within this playbook you will discover multiple strategies you can mix and blend to find more ways to generate new clients with the utmost ease and minimum spend You can get really focussed on attracting the exact client you want you can find just the buyers within the seas of potential and you can nurture an entire industry all the while someone else is paying It is the humble referral like you have never seen it before Discover What Makes The Difference on page 5The Biggest Secret read pages 7 8 9How To Package Your Knowledge Wisdom p12The Perfect Referral see page 17A Whole New World Awaits page 21The Big Company Referral review page 25Referrals For Professional Service Providers p31How Much Can You Promise read page 33Get Positioned As Leader Of The Pack page 35How To Create Secondary Systems Fast p38 *The World's Best Known Marketing Secret* Ivan Misner, Mike Macedonio,2011-04-02 Hands down No debate We all know that word of mouth can turn a company product or service into a roaring success or a crashing failure We don t teach business networking in colleges or universities anywhere in the world This book will teach you what colleges don t This international best seller is an updated information packed 4th edition which offers you a proven model for developing your own referral marketing plan

Raving Referrals Brandon Barnum,2021-09-28 **Constructing Success** Jason M. Avery,2015-08-26 Are you looking to make your business grow Do you want referrals to help you grow your business Do you understand each prospect s behavioral style Would you like to be able to define a unique selling position that separates you from your competitors In *Constructing Success* Jason Avery masterfully takes us through the challenges that every business owner faces and how to best deal with them He openly shares his proven methodology that in just 4 years has grown his company to 20 full time employees and over 3 million per year in business With a Forward from the Modern Father of Networking Dr Ivan Misner Founder of BNI *Constructing Success* contains within it the blueprint for setting up the necessary building blocks for a referral based business This book also reveals the secrets on crucial topics such as what to do with bad business situations how to make tough decisions confidently defining your brand legacy building and how to actually make your competitors indebted to you If you are an entrepreneur or a business owner don t miss out on the easy to apply know how of a true success story Jason Avery is a sought after speaker trainer and one on one consultant

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