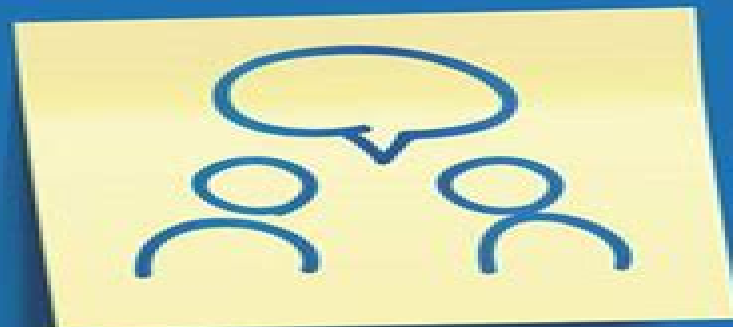


Foreword by Gerhard Gschwandtner, Publisher of *Selling Power*



# 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

**Bill Cates**



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

**Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions** Bill Cates, 2007-09-17 Create an Army of Advocates for You and Your Business Word of mouth person to person connections matter more to your success than all the hard sell strategies in the world This ingenious self marketing guide by America s 1 Referral Guru reveals surefire secrets that will help you to identify and successfully meet hundreds of high quality referrals Without spending a dime you can shorten your sales cycle increase your profits and expand your network of friends and contacts by giving them something to talk about You will discover The 7 Deadly Referral Mistakes and How to Avoid Them 12 Ways to Get Great Prospects Calling You 10 Social Prospecting Ideas That Generate Referrals 6 Tactics for Stronger Introductions PLUS the 4 Point VIPS Method™ for Asking for Referrals Whether you re a small business owner self employed worker or company salesperson referrals are the most inexpensive and effective way to drum up business With Cates techniques you can establish a real name for yourself by making more connections and more money than you ever thought possible I dare you to read this book and not come away with a dozen or more ideas you can put to use immediately Gerhard Gschwandtner publisher Selling Power magazine     [The Accidental Sales Manager](#) Chris Lytle, 2011-03-29 Key skills to make sales managers better developers of salespeople Get out of the firefighting business and into the business of developing the people who develop your profits Successful salespeople rightfully become sales managers because of superior sales records Yet too often these sales stars get stuck doing their old sales job while also trying to juggle their manager role and too often companies neglect to train their sales managers how to excel as managers That s the sales management trap and it s exactly what The Accidental Sales Manager addresses and solves Full of helpful steps you can apply immediately whether you re training a sales manager or are one yourself this practical guide reveals step by step methods sales managers can use to both learn their jobs and lead their teams Get tactics to stop burning time and exhausting yourself while taking effective actions to use time better as a leader Discover how to integrate learning into leading and make sales meetings an active conversation on what works and what doesn t Author has a previous bestseller The Accidental Salesperson Don t get caught in the sales management trap or if you re in it get the tools you need to escape it Get The Accidental Sales Manager and lead your team to do what you do best make sales drive profits and get winning results     **How to Thrive Not just Survive** Steve Clarke, 2009-06-19 Here s your proven formula for business success A practical guide on how to thrive not just survive in any economy Revealed in this book How to attract new enquiries like a magnet How simple changes to your website could easily quadruple your sales Six ways to grow your business whatever market you re in How to complete the work of 12 people without the overhead How to earn more profit with less blood sweat and tears The seven major marketing blunders business owners make and how to avoid them And much much more Listen to what Steve says and take action because his success formula hits all the buttons I believe it to be the blueprint for businesses to follow if they want to succeed Ignore it at your

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profitable it is to work with customers who come to you as referrals they already know like and trust you because someone they respect recommended you But when you take a look at most referral programs they just don't seem like you You don't want to become that guy who asks everyone within arm's reach for the names of three people who need what he sells right If filling your sales funnel with more highly qualified prospects who are ready to do business sounds good to you read on Here's what you'll discover Why referrals are the single most effective way to get more customers who are eager to buy from you The common dangers real and imagined that are keeping you from taking action on your referral program ideas A simple step by step strategy for building a client referral program that gets results How to make sure your customer referral program leaves everyone you your referral partners and your new customers so delighted that your results improve year after year Excellent referral program ideas that will make your referral partners eager to send you all the ideal customers you can handle Easy ways to get more referrals now following a proven system that works in any industry Renewable Referrals is the next book you need to read This is your chance to get top notch advice you can implement right away The authors are a group of Duct Tape Marketers in high demand because of their reputation for getting results You just want to build a client referral program where everyone involved wins The authors of Renewable Referrals have seen their clients flourish as they put this strategy into place and now they are sharing it with you The ideas in this book can help you tap into the most powerful form of marketing that exists Referral Marketing Read it and take action and you will soon have an unstoppable stream of ideal customers for any business

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**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 JOE JORDAN Senior Vice President MetLife Beyond Referrals is a gold mine of value based profit creating information Utilizing Bill s Perpetual Revenue System we learn that obtaining the referral is only the first step in an ongoing and very profitable cycle BOB BURG coauthor of The Go Giver and author of Endless Referrals Beyond Referrals explains how to avoid leaving money on the table from what I call the second sale You can read this book and double your business or you can merely work twice as hard That s not much of a choice ALAN WEISS PhD author of Million Dollar Consulting and Million Dollar Referrals This is the ultimate blueprint for converting referrals into clients Ivan Misner PhD New York Times bestselling author and founder of BNI **The Referral**

**Rules!** Timothy Houston,2016-01-18 Referred prospects usually turn into the best clients for your business But getting more profitable referrals could become a challenge for seasoned professionals and newbies alike Bestselling author and referral marketing authority Tim Houston reveals how you can use 7 time tested basic and proven methods to get others to generate more higher quality and higher paying referrals for your business You will learn The 7 Referral Rules that will teach you 1 How to discover three types of people who can continuously refer qualified prospects to you 2 The one thing to do that that

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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 5 The Biggest Secret read pages 7 8 9 How To Package Your Knowledge Wisdom p12 The Perfect Referral see page 17 A Whole New World Awaits page 21 The Big Company Referral review page 25 Referrals For Professional Service Providers p31 How Much Can You Promise read page 33 Get Positioned As Leader Of The Pack page 35 How 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

**Sales Prospecting** Claude Whitacre, 2014-02-03 If you are a salesperson who is looking for a proven method to multiply your sales prospecting results you have just found the Motherload Inside you'll discover Why prospecting the way you were taught is a colossal waste of

time How to cold call comfortably without fearing rejection or suffering call reluctance The one vital factor in getting referrals that nobody is taught that will triple the number of referrals you get The one secret to referral prospecting that will almost guarantee that referrals will buy from you How to get people to want to ask you about your business in a way that is completely natural and comfortable A proven method not taught anywhere else to find the 6 % that will almost certainly buy from you and the system to see an endless supply of these highly likely prospects Written by a salesman who practices what he preaches Every method is field tested and proven Complete with every script answers to every objection and every resource you need to send your sales prospecting results through the roof About The Author Claude Whitacre has been selling for nearly 40 years He has broken company sales records been a speaker at industry conventions and trade shows and still makes sales to test ideas and teach what works He is regularly asked to speak for business owner groups on advertising and selling Claude speaks to groups of business owners and salespeople and nobody else

This book delves into Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions. Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions is an essential topic that needs to be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
    - Chapter 1: Introduction to Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions
    - Chapter 2: Essential Elements of Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions
    - Chapter 3: Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions in Everyday Life
    - Chapter 4: Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions in Specific Contexts
    - Chapter 5: Conclusion
  2. In chapter 1, this book will provide an overview of Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions. This chapter will explore what Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions is, why Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions is vital, and how to effectively learn about Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions.
  3. In chapter 2, the author will delve into the foundational concepts of Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions. The second chapter will elucidate the essential principles that need to be understood to grasp Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions in its entirety.
  4. In chapter 3, this book will examine the practical applications of Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions in daily life. This chapter will showcase real-world examples of how Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions can be effectively utilized in everyday scenarios.
  5. In chapter 4, this book will scrutinize the relevance of Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions in specific contexts. The fourth chapter will explore how Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions is applied in specialized fields, such as education, business, and technology.
  6. In chapter 5, the author will draw a conclusion about Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions. This chapter will summarize the key points that have been discussed throughout the book.
- The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions.

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