



HOW TO ASK FOR REFERRALS SCRIPT

Referral ASK Script:

You know what Mr. Jones? You've been fantastic to work with. If I could hit the repeat button on you all day long my friend, I would. It's been a pleasure working with you.

And I don't know if you realize this but about 80% of our business comes from our clients telling their friends, family and neighbors about us.

But you know, I never want to put anybody in that position. It's kind of awkward.

So I'm going to make it easy. Remember that Consumer Guide I gave you? Here are two more copies.

If it ever comes up with friends, family or neighbors and they mention that they're thinking of buying or selling, just give them one of these guides and say 'these are the people we like and trust. Fair enough?

Who do you who's thinking about buying or selling who might benefit from my expertise?