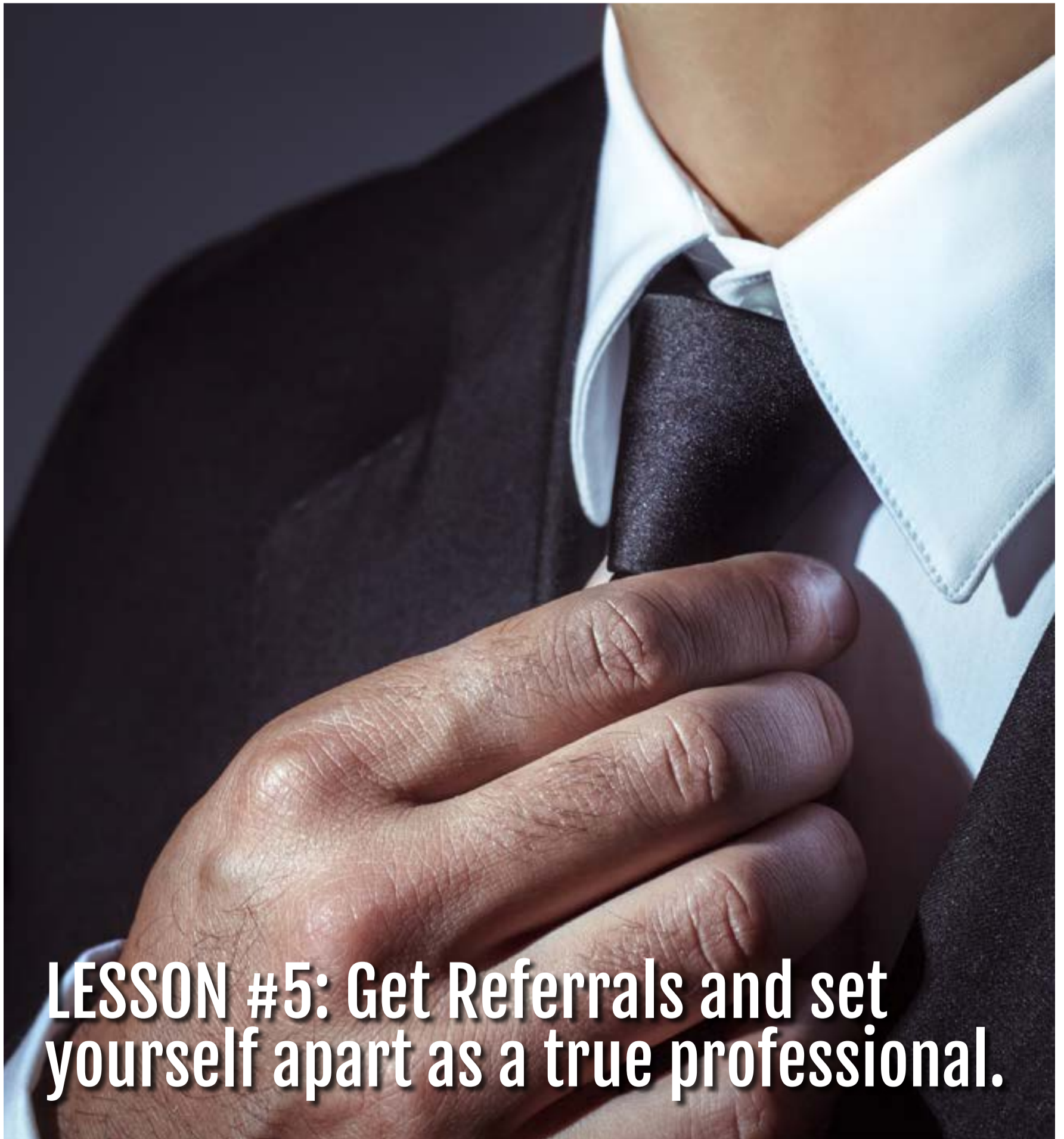


GET REFERRALS FROM YOUR SPHERE



LESSON #5: Get Referrals and set yourself apart as a true professional.



TAP INTO RESOURCES HIDING IN PLAIN SIGHT

How do you get meetings with _____
you want to ____ with?

1. Ask for a _____ (THIS IS THE _____)
2. _____ an event
3. Meet with _____ distributors
4. Cold _____
5. _____ campaign
6. Squeeze _____
7. _____ release



THE REFERRAL PRINCIPLE

Speak to someone you _____ and _____ and ask them to introduce you to someone they _____ and _____.

Make it so it's not just _____ for you, it's _____ for the other 2 parties as well. The people who you want to see are _____ to find an _____ that can actually help them.

They are _____ to meet good _____ they can learn from. You are _____ for network marketers who you can _____.

Failing network marketers are _____ on to the _____ that someday they will _____ someone who can help facilitate their hopes and dreams.

Step 1: Who do you want to meet?

You've got to be _____.

Who can you _____?

Narrow it down. Be as _____ as possible. Of all the people in network marketing, who is it that will _____ the _____ money?

- _____ leaders making a lot of money?
- Hungry, _____ and influential people?





Step 2: Why is it in their _____ to meet you?

___ will the other person be better off by meeting with you?

- Better _____?
- Better _____?
- You'll _____ them get from A to B

When your referrer knows ___ you want an introduction to and ___ it's in the other person's interest, it gives them _____ they need to be able to get you that introduction.

STEP 3: Who are you going to ask to _____ you?



(Out of the people you are connected to on social media) Who **COULD** _____ you to the person you want to meet?

- Go to LinkedIn and find the _____
- Go to facebook and _____ at your connections
- _____ the person who _____ you and _____ you best and give them a good reason to refer you.



STEP 4: What are you going to say to your referrer so they want to refer you?

Ask in such a way that the referrer doesn't just think it's ___ thinking about ___.

How can you help your referrer understand THAT THE _____ PERSON WILL _____ from the introduction?

EXAMPLE SCRIPTS

EXAMPLE: A really good _____

- “Hey Dan, could you do me a favor?”
- “I was going through LinkedIn and I saw that you happen to know Shelly Ferree.”
- “I’d love an introduction to her.”
- “Would you help me to get in touch with her? I’d love to share some cutting-edge stuff that could help her to make even more money than she is now without having to put in more hours.”

EXAMPLE: “Who do you know” with an _____.

- “Hey Tommy, I was wondering ...who do you know that’s involved in running any kind of business online?”
- “Over the last 6 months my business has done really well. I’m interested in connecting with people who would like to benefit financially from the lessons I’ve learned.”
- “Who do you know that’s running an online business, but it just seems like they are kind of struggling?”
- Getting referrals has the potential to _____ your business dramatically for the _____.
- Think about it, if you get really good at finding and _____ with network marketers through your _____, how long do you think it’s going to take before leaders start taking a serious look at what you’re doing?
- How much different do you think your conversations with leaders would be if they see you in this light?

