



## Referral Check-up

### Particularly if you are not receiving Leads & Referrals

1. I attend Focused Networking on a regular basis
2. I bring leads / referrals to the network
3. I plan my introduction with a new Feature or Benefit
4. I ask for EXACTLY what it is I need and I am VERY SPECIFIC
5. I see the person who has indicated they have a referral for me right after the meeting
6. I make notes during the meeting so I know what others are looking for - this helps me to GIVE... I believe then, I will receive!
7. I have buddied up at least once a month to get to know a fellow member, and have made an effort to get him/her some referrals.
8. I have studied my complementary industries and am prospecting them as well as trying to bring them into the network. I am meeting regularly those complements within the network to see how we can help one another.
9. I write thank you notes for a referral given or at least telephone or fax a thank you. In other words a referral is acknowledged. I also mention a thank you in my weekly introduction
10. I have let Donna or Michael know that I am not receiving referrals and would like some help.

Now, if you have done all the above or most of them and are still not receiving leads / referrals – “Lets get together.”

If you have not done most of the above, perhaps you may wish to look at “WHY” you are not getting referrals.

They say “You give, You get.” You get as much as you put in. You do nothing you get....?

**We are here to help you – please call if you need assistance: 604-328-2290**