

When to Ask for a Referral

Add Referral Reminders into Your Appointment Calendar

When you begin a new client relationship and add them to your database:

> **"Are any of your friends and family moving here too?"**

When a customer tells you did a great job:

> **"I really appreciate that specifically coming from someone I respect as much as you. Do you know of anyone else I could help?"**

When you meet someone you know face to face:

> **"You are so much fun. Do you have any friends that I could help?"**

When you call your database:

> **"I'm working with a great couple looking for a home in your neighborhood. Do you know if any of your neighbors are thinking of selling?"**

At the closing:

> **"Who do you think will be the next one of your friends to buy/sell?"**

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