

My  
**TOP TEN**  
Referral  
Marketing  
Strategies



Stop relying on  
old ineffective  
lead generation  
and get all the  
business you will  
ever need from  
**REFERRALS...**

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# Memory Jogger

Use this tool to help you expand  
the size of your contact list.

<u>I Know Someone Who Is A:</u>			<u>Who Is My:</u>	<u>Who Sold Me My:</u>	<u>I Know Someone That:</u>
Real Estate Agent	Lab Technician	Bus Driver	Accountant	House	Goes To Church
Financial Advisor	Student	Notary Public	Mechanic	Pest Control	Cuts My Grass
Mortgage Broker	Editor	Pilot	Dentist	Car	Lives Next Door
Music Teacher	Golf Pro	Stewardess	Dry Cleaner	Roof	Was In My Car Pool
Librarian	Garage Mechanic	Interior Decorator	Family Doctor	Tires	Teaches My Kids
Welder	Nurse	School Teacher	Hair Stylist	Air Conditioning	Repaired My Appliances
Surgeon	Plumber		Minister	TV/Stereo	Was My Best Man
Secretary	Electrician			Computer	Was My Teacher
Office Manager	Dietitian			Hunting License	Is My Former Boss
Sheriff	Chiropractor			Business Clothes	Was My Maid Of Honor
Restaurant Owner	Motel Owner				Was My Photographer
Security Guard	Contractor				Is Our Baby-Sitter
Printer	Bank Teller				Was In The Military
Fashion Model	Antique Dealer				I Play Sports With