

EPISODE 01

Referrals in The W Source™

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INTRODUCTION



HANNAH BUSCHBOM, CFP®, CDFA™

Partner/Financial Planner – AmeriFlex Financial Services Co-Founder/Santa Barbara Chapter Head – The W Source™



LAUREN LAFORGE

SALES & PRODUCTIVITY COACH







What do you want out of YOUR Chapter?



REFERRALS



3 BASIC RULES of REFERRALS





3 BASIC RULES of REFERRALS

- 1. CLARIFY
- 2. DO THE ASK
- 3. GIVE TO GET



1. CLARIFY



LOCATIONS SITUATIONS REFERRAL PARTNERS



CASE STUDY: Dina Mabry - INSURANCE

LOCATIONS
SITUATIONS
REFERRAL PARTNERS





2. DO THE ASK

WHEN?

WHO ELSE?

"WHAT DO YOU RESPECT & ADMIRE ABOUT THEM?"
INTRODUCTION EMAIL & REFERRAL ETIQUETTE



3. GIVE TO GET



MY
CHALLENGE
TO YOU...



.... P.S.





.... P.S.





WHAT YOU FOCUS ON INCREASES



LAUREN LAFORGE

LAUREN@LAURENLAFORGE.COM 805-421-6440

