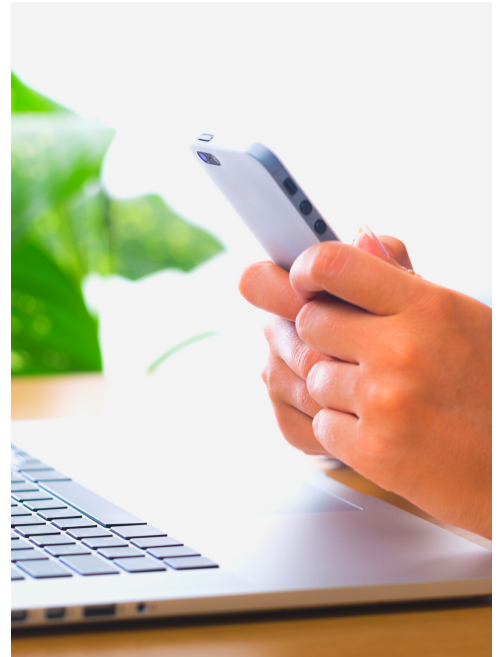




Trusted. Local. Community.
ThriveArundel.com



POWER HOUR TALKING POINTS

1. If I didn't know anything about your business, tell me how you help people with your products or services?
2. What's the biggest pain point you solve?
3. What does your ideal client look like?
4. What are some of the things people say when they might need your services?
5. What makes you different from your competitors?
6. What are some of your passions or interests?
What kind of things are you involved in socially? (Boating, hobbies, interests)
7. Do you have an app or direct link that I can put in my phone?
8. Can you connect (LI) or friend me (FB) on social media so I can tag you?
9. Are you part of the Thrive groups on social?

Check Out More Resources at
www.ThriveArundel.com

**GENERATING
REFERRALS
HELPS YOU
PROVIDE
ADDED VALUE
TO YOUR
CLIENTS!**

BEST PRACTICES

Enter your referrals
through the website.

Provide an email
introduction.

ASK

"May I Refer You to
Someone Who Can Help
You With...."

Ways to Help Others Create More Referrals

Use the following talking points to help lower referrers discover new ways to create referrals.

If You Don't Ask, You Don't Get!

Do you have an **intake process** that could include asking about your clients' other needs?

Serve As A Trusted Resource

Do you send out emails, newsletters, or flyers that could be used to promote other trusted resources?

Share Others Experience

Do you share or post on social media about the experiences you hear **in the weekly meetings**?

Share Your Personal Experience

Have you utilized a member's services? Did you share on social media what was great about that service or experience?

Handouts or Welcome Packages

Include the Thrive Directory when you give new clients a welcome package.

