

Script: How To Get Referrals From Prospects

This script is intended for anyone interested in growing their business through referral marketing. If you ever feel this information is worthy of payment, please feel free to share this file or my site, [The Sales Pro Blog](http://www.salesproblog.com), with anyone you feel would benefit. To your success!

~ Johnny Bravo

"**[First name]**, can I explain how I've been successful in the past, and how you can help me give you a better experience for the life of our relationship if we decide to do business together?

Like you I have to manage my time to accommodate all my daily activities. And one thing that can take time away from providing you a stellar service experience is having to prospect for new clients.

So whenever I speak with someone I like to ask for an introduction to other great guys/gals like yourself.

*Now I'm not looking for you to introduce me to somebody who is in the market for my products or services. Because how would you know whose shopping around for **[your product]**, right?*

*I'm simply looking to connect with other **[prospect title]** like yourself that have companies' they're responsible for. Obviously you're not going to know who is in the market for **[your product]**; I'm simply interested in meeting other great people like yourself.*

So what I do with a lot of my other customers is, after we deliver on our agreement and you and I determine that we've over delivered on our promises. I take you out to lunch to thank you for your business.

At that lunch you bring two or three names of other great guys/gals like yourself and we call them up quickly. Or we go to your office before lunch and call those people so you can make a quick introduction.

You'd simply say something like 'Hey Joe, I want to introduce you to Johnny Bravo who's a terrific guy. We just did some business with him and I encourage you to take a meeting with him to see if he can help you like he's helped me.'

*Even better **[First name]**, why don't you invite them to lunch. Treating you and your colleagues to a great meal is the least I can do to learn from your vast experience.*

If I do a stellar job for you are you OK with doing that with me?"

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