

## Activity 33-A Getting Referrals from Every Client

Identify your top twenty customers and how best to approach each for referrals after this Mini-Seminar.

Client	Best Approach
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____
11. _____	_____
12. _____	_____
13. _____	_____
14. _____	_____
15. _____	_____
16. _____	_____
17. _____	_____
18. _____	_____
19. _____	_____
20. _____	_____

\* Quick scan your rolodex, data base file and collection of client business cards that have to see how many people you should immediately contact.