

REFERRAL SECRETS REVEALED...

THE KEY TO
MASSIVE LOCAL REFERRALS



By : Robby LeBlanc

LEGAL NOTICE

The Publisher has strived to be as accurate and complete as possible in the creation of this report, notwithstanding the fact that he does not warrant or represent at any time that the contents within are accurate due to the rapidly changing nature of the Internet.

While all attempts have been made to verify information provided in this publication, the Publisher assumes no responsibility for errors, omissions, or contrary interpretation of the subject matter herein. Any perceived slights of specific persons, peoples, or organizations are unintentional.

This book is offers common sense tips developing Referrals for your business. In practical advice books, like anything else in life, there are no guarantees of income made. Readers are cautioned to rely on their own judgment about their individual circumstances to act accordingly.

This book is not intended for use as a source of legal, business, accounting or financial advice. All readers are advised to seek services of competent professionals in legal, business, accounting, and finance field.

This manual is written in Times New Roman for easy reading. You are encouraged to print this book.

Sincerely,
Robby LeBlanc, The Author of “Referral Secret Revealed”.

This is a Marketing You Can Use Project. MarketingYouCanUse.com is A Las Vegas Group Inc. Project.

MarketingYouCanUse.com Presents... Unlimited Local Referrals

**Who Else Would Like To Learn...
The Tips, Tricks and Strategies To Getting
"Unlimited Local Referrals"
For Your Business or Service.**

Introducing... "Referral Secrets Revealed"...

Every quality business or service will get a referral from time to time. However, if you are reading this special report, I don't think you are very interested in just the occasional referral.

You want a boat load of referrals... You want these referrals calling you, emailing you and or banging on your office door every single day!

Am I talking to you???

You Need To Focus:

In order to start getting referrals on a regular basis, you must make it a priority. It's got to be a priority in your marketing plan.



Some business owners say, "I ask for referrals". Asking for referrals is a good start but if you want boat loads of referrals you need to create a strategic referral plan to acquire more referrals and take action on that plan.

There are a number of professional business organizations that will provide excellent referral networking opportunities for YOU and YOUR business.

MarketingYouCanUse.com Presents...Referral Secret Reveled

Here Are a Few Organizations For You To Consider:

1. BNI - Business Network International – www.BNI.com
2. Chamber of Commerce – www.ChamberofCommerce.com
3. Rotary Club – www.Rotary.org
4. Toast Masters – www.Toastmasters.org

As with any organization, you only get out of it what you put into it. Too many people attend these meetings as a lead leech! They are only there for selfish reasons. This is not the appropriate attitude or intention to have when attending such events.

The Secret To Referrals and Attending Networking Events:

- Be Helpful
- Be Giving
- Be Optimistic
- Be a Connector

Think long term. Think relationship building.



Always be thinking how can “YOU” help someone else in the group. Who do you know that needs their product or service? Who do you know that needs to meet them?

- Networking organizations are absolutely a fantastic way to meet new people
- You will develop new business relationships.
- But Remember...
- Be Patient.
- Make Friends.

- Let it Evolve.
- Be of Service.
- Be Available
- Ask how YOU can help them...

You know what a lead leech is... Don't be that kind of person! If you are sincere and genuine with helping others, it will come back to you. People that are blammers and complainers are the lead leechers of the world. These kind of people come from a strong sense of LACK mentality. On the other hand the prosperous mentality is one of giving and a sense of enough for everyone.

Tom Hopkins Says...

“People Don't Care How Much You Know Until They Know How Much You Care.”



Yes, I do understand you want to promote your business. Yes, I understand you may be in need of cashflow yourself. Let me also share this, **if you appear to be “DESPERATE or NEEDY” people will run from you like the plague.**

**Remember... This is a Long Term Commitment.
You have got to be persistent!**



Actually, for some people it's a lifestyle change. The Law of Reciprocity will always be on your side. You ALWAYS get back what you give out. But the giving must be totally unconditional. No strings attached.

At the same time, you do not want to give with the idea that you know you will get something back. Give for the sake of giving and allow the Law of Reciprocity to take its own course.

In Other Words...Don't keep score!

Something Else To Consider...

Developing Relationships With Leaders in your Community:

From a business viewpoint, yes, you are seeking to develop a relationship with people in your community that have a significant sphere of influence.

Getting Referrals on a Regular Basis Doesn't Just Happen:

Who are the leaders in your community?

Who are the Politicians in your community?

Who are the Business Leaders?

Who are the Leaders in Advanced Education, such as Your Local University or College?

These are the people that have huge spheres of influence. They are the leaders in the community. They are active in many different areas of business in your city.

Ask Your Self:

- How can you help this person?
- How can you help this person in their business?
- How can you help this person with their charity work?

You Don't Have Always Be On The Hunt!

**If You Are Going To Be On The Hunt,
Be On The Hunt For People “YOU” Can Help!**

Consider This:

Pick the top 20 significant people in your community and start marketing to them on a monthly basis. In order for this kind of marketing to pay off, you must be the authority in your industry in your area.

**If You Think You Are The Best in Your Industry
at What You Do...These People Not Only Want
To Know, But They Need To know Who You Are.**

You Need To Roar Your Message So They Can Hear You!



You may not know this, but I toured as Concert Classical Guitarist for many years. Now I play more Latin/Smooth Jazz on a Flamenco guitar. I have personally played over 700 hundred volunteer performances at Hospices all over the world over the past 20 years.

I don't say this to impress you, but rather to impress upon you what I am sharing with you is something that I also practice. I'm not telling you to do something I am not willing to do myself. Because of some work I had done, last year I got invited to play at the Taj Mahal in India! The Law of Reciprocity in action!

From a Marketing standpoint, I have created a number of Marketing Videos at no charge for a number of high profile Authors/Marketers. On more than one occasion these marketers have turned around and overnighted me a check to create more videos for them. All from a Free Video I first created.

What Businesses Would You Like To Target?

How can you help them?

Can you create a FREE sample for them and send it as a gift?

Can you create a marketing video for them?

Maybe you can help one of their charities...

Bottom line...TAKE ACTION!

In Closing...

I hope you found this Report to be helpful and that it stimulated some good ideas for you.

Remember...

Be Helpful. Be Inspiring. Be Humble. Have Integrity. Follow Up. Give First. Be Ready For When Your Opportunity Knocks!

And Remember It's Not Just...

'Who You Know' It's "Who Knows You"!



I want to “Thank You” for requesting this special report, “Referral Secret Revealed”. I’d love to send you a “Special Something” in the mail, as an extra Thank You!

YOU WILL LOVE THIS! Claim yours while they last!

Send Me an Email With Your:

First Name - Last Name – Address – City – State – Zip - Country

Phone – Optional

Email:

support@marketingyoucanuse.com - Subject Line – Special Something