

Raving Referrals for Mortgage Pros

The Proven Step-By-Step System for More Realtor Referrals

What are the top goals for your business for 2023?

1.	 			

- 2. _____
- 3. _____
- 4. ______ 5. _____

What do you want to be famous for in your business?

What is your #1 source of new clients?

- Advertising
- Referrals from Patients
- o Referrals from Other Professionals
- o Reviews
- Social Media

What is your annual marketing budget?

What % of your annual revenue does that represent?

What is your Annual Income Goal for this year?



REFERRAL SCORE QUIZ

On a scale of 1-10 where 1 is awful and 10 is awesome, how do you rate your business on:

1.	How would your clients rate the services you provide?	
2.	How detailed is your plan for generating referrals?	
3.	How often do you communicate with your clients & Referral Partners?	
4.	How consistently do you ask people for referrals?	
5.	How consistent are you at tracking the referrals you give & receive?	
6.	How consistent are you at thanking people for referrals?	
7.	How consistent are you at updating people about referrals?	
8.	How consistent are you at rewarding people for referrals?	
9.	How consistent are you at recognizing people for referrals?	
10	. How consistent are you at promoting yourself?	

WHAT IS YOUR TOTAL REFERRAL SCORE

WHAT IS YOUR LIFETIME CLIENT VALUE?

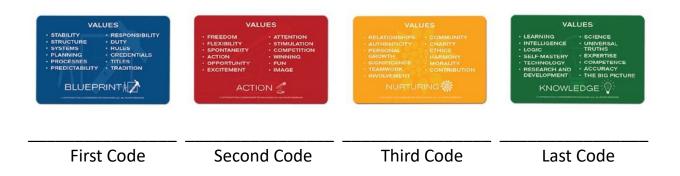
How much do you earn per loan closed?	
How many loans do your clients average over 10 years?	
How many referrals do clients send you on average?	

HOW WOULD YOU DEFINE YOUR PERFECT PROSPECT?

AGE	 GENDER	
STAGE	 INCOME	
LOCATION	 OCCUPATION	



WHAT IS YOUR BANKCODE?



Get your free personality report at <u>KnowYourCode.us</u>



ELEVATE YOUR EXPERT INFLUENCE

How can you increase your influence and expert status?



WHO ARE YOUR BEST REFERRAL CHAMPIONS?

CREATING REFERRAL PARTNERSHIPS

What businesses and professionals might make the best referral partner for you?

BE A CHARITY CHAMPION

What will you do to expand your community impact through your business?

Enjoy Your Masterclass on How to Win More Realtor Referrals

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