

## **What Constitutes a Good Referral for**

**The following best describes the type of products or services I offer:**

**Examples of qualified referrals for me would be:**

**3. Examples of referrals that are NOT what I need are:**

**The following scenario describes the perfect referral for me:**

**Who do you know who &**

**Who do you know who &**

**Who do you know who &**

**Questions to ask prospective clients:**

**What makes me different:**

**Gains Profile**

**G**

**A**

**I**

**N**

**S**

**Contact Information (name address etc.)**