



Call ME...First!

In this show we discussed the simple yet impactful importance and purpose of picking up the phone and calling your referral partner FIRST...before reaching out to the client to find out how you can better help your referral partner win the client as well.

Use this easy script:

“Hello “Agent/Referral Partner”! I just wanted to give you a quick call to one, thank you so much for referring “Client Name” to me. I’m so grateful for the opportunity and appreciate your confidence. The reason for my call is that I wanted to see if there was anything I could do for **you** before calling “Client Name” back?”

It’s that simple and will go very far in helping the agent/referral partner to win more clients or in the case where they don’t need any further assistance you are again demonstrating your value to them!



Need Additional Help?
Contact me at
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