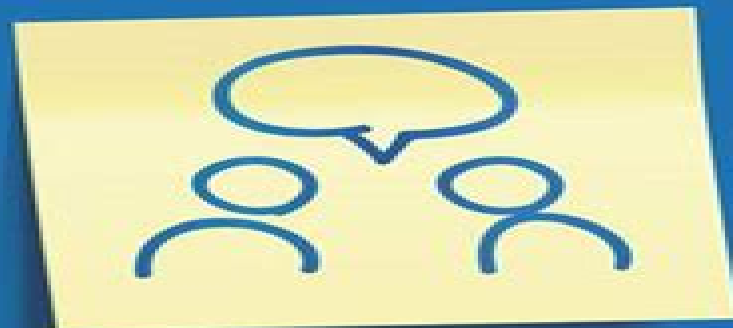


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# DON'T Keep Me a Secret!

Proven Tactics to Get More Referrals and Introductions

## Bill Cates

President of Referral Coach International and  
author of *Get More Referrals Now!*

# Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions

**L Manion**



## **Dont Keep Me A Secret Proven Tactics To Get Referrals And Introductions:**

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**The Referral Engine** John Jantsch,2012-09-25 The small business guru behind Duct Tape Marketing shares

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*The Perfect Referral* David White, 2019-07-16 The satisfaction of a good referral strategy springs from low cost and high returns Real power springs from referral strategies you put to work Within this playbook you will discover multiple strategies you can mix and blend to find more ways to generate new clients with the utmost ease and minimum spend You can get really focussed on attracting the exact client you want you can find just the buyers within the seas of potential and you can nurture an entire industry all the while someone else is paying It is the humble referral like you have never seen it before Discover What Makes The Difference on page 5 The Biggest Secret read pages 7 8 9 How To Package Your Knowledge Wisdom p12 The Perfect Referral see page 17 A Whole New World Awaits page 21 The Big Company Referral review page 25 Referrals For Professional Service Providers p31 How Much Can You Promise read page 33 Get Positioned As Leader Of The Pack page 35 How To Create Secondary Systems Fast p38 [10 Easy-To-Follow Plans To Get Referrals](#) Gavin Stelling, 2021-02-06 In this Networking Fundamentals book you will discover Chapter 1 Know who you're looking for Characteristics Alternatives And so much more Chapter 2 Four boxes to specific referrals Five steps you should follow Chapter 3 5 key places to look for key referrals you're probably not looking at Chapter 4 Create a board of directors Chapter 5 Know your numbers Chapter 6 The hit list Chapter 7 The craziest ask Chapter 8 After a thank you Chapter 9 Host a workshop Chapter 10 Success champion

networking      **Raving Referrals** Brandon Barnum, 2021-09-28



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