



Where are you now?

Rate your Current Referral System

1= Never 3=Sometimes 5=Always

| | | | | | |
|---|---|---|---|---|---|
| I have a Referral Plan and work the Plan | 1 | 2 | 3 | 4 | 5 |
| I track where each of my referrals comes from | 1 | 2 | 3 | 4 | 5 |
| I have a firm understanding of my Target Market | 1 | 2 | 3 | 4 | 5 |
| I know the amount of business that I generate by referral | 1 | 2 | 3 | 4 | 5 |
| I have a "thank you" system for each of my Referral Partners | 1 | 2 | 3 | 4 | 5 |
| I have an organized database system that is easy to use | 1 | 2 | 3 | 4 | 5 |
| I keep my database updated regularly | 1 | 2 | 3 | 4 | 5 |
| I have a mission statement for me and my company | 1 | 2 | 3 | 4 | 5 |
| I understand how to develop a referral partner | 1 | 2 | 3 | 4 | 5 |
| I know the value of an appointment | 1 | 2 | 3 | 4 | 5 |
| I have written goals for each of my networking groups | 1 | 2 | 3 | 4 | 5 |
| I have a systematic approach for motivating my Referral Partners | 1 | 2 | 3 | 4 | 5 |
| I have a system for staying in contact with my Referral Partners | 1 | 2 | 3 | 4 | 5 |
| I know how many referrals I need to keep my pipeline full | 1 | 2 | 3 | 4 | 5 |
| I know how to do focused networking | 1 | 2 | 3 | 4 | 5 |
| I have a clear benefit statement for each of my products | 1 | 2 | 3 | 4 | 5 |
| I understand the benefits of my products or services | 1 | 2 | 3 | 4 | 5 |
| I have the ability to implement a new system in my business | 1 | 2 | 3 | 4 | 5 |
| I understand the value of coaching & accountability partners | 1 | 2 | 3 | 4 | 5 |
| I consistently get high level referrals from my Referral Partners | 1 | 2 | 3 | 4 | 5 |