



Where to Find or Capture a Referral

For Sale By Owner:	“Foot in the Door” -- Offer the referral service and if they have interviewed another agent, it doesn’t hurt to ask if they need a second opinion.
Past Buyers and Sellers:	Although they may not be planning another move, they may know someone who may need referral service. Stay in touch with them and offer your resources through our client services by introducing them to an affiliate broker of ours in any destination area.
Garage Sale:	Sometimes are held in anticipation of a move. When you visit, be sure to ask if they are moving, and then offer referral services.
Sphere of Influence:	Friends, professional contacts, past customers. When you come into contact with them, remind them that you can assist with their real estate needs in any part of the world.
Spouse or Significant Others:	Let them know of the success of referrals. Provide them with information and perhaps materials that they can offer to business associates. DON’T FORGET to call our Client Services Department with the prospect’s information as soon as you determine they are ready to be contacted. It is easy - - call (248) 208-2973.
Your Own Family Members:	Provide brothers, sisters, parents, etc. with information so that you may offer assistance to their contacts.
Youngsters in Schools:	Often the first to know about a pending relocation. The kids relate their fears or joys at the prospect of a move to their friends. School, sports, scouts, church, choir, are all sources to prospect for business.
Tradespeople:	Dry cleaners, service station, Avon lady, meter readers, waitresses, painters, decorators, repairmen, moving companies, apartment rental agencies.
Where People Talk:	Barbershop, beauty shop, laundromat, bowling alley.
Meetings:	Country Clubs, Planning Board, Council meetings, Bridge clubs, Homeowner’s Associations, PTA meetings, Banquets, Block parties, Training Seminars, College Classes.
Professional Contacts:	Attorneys, accountants, teachers, principals, religious leaders, bankers, doctors, dentists, nurses, secretaries.
Sporting Contacts:	Whenever you meet with friends or competitors; golfing, bowling, tennis, racquetball, volleyball, soccer.
Local Officials:	Police Chief, Fire Chief, State Officers. They, too, will often have notice of upcoming moves either in or out of the area.
Corporation:	Through business contacts, you can offer relocation assistance.

Your active license in the holding company allows you to earn extra money. We are happy to connect your client with an experienced agent and secure your referral fee. You may request any agent or broker of your choice

We are local and Global.

Visit www.placereferrals.com or call 800-521-0508 ext. 2973