



**Coaching to the edge of what is possible™**

## **The Team 100 Phoning and E-Mail Scripts**

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## Team 100 Phoning Script

**“Good afternoon Jim. My name is \_\_\_\_\_. How are you this afternoon? Listen, I received your name from \_\_\_\_\_ and he said a lot of good things about you. The reason that I am calling is that I am looking for a good \_\_\_\_\_ that I can add to my network and refer my clients to. I am a \_\_\_\_\_, and my typical clients consist of \_\_\_\_\_. Would you be interested in having access to some of my clients through a referral relationship?”**

At this point, they will of course say yes! You continue the conversation...

**“Great. What I would like to do is set up a time that we can meet for a few minutes so that I can get a better understanding of what you do and the typical types of clients you work with. I would also like to tell you a little about what I do, and see if it makes sense for us to send each other referrals. When are you available to meet?”**

Now that you have a meeting set up, the next step is to follow through and meet them. During the meeting, your goal is to get a better understanding of each others' businesses and how you can help each other. At this point, if you feel comfortable adding them to your network, do so. Then, try your best to generate some referrals for them as soon as possible. This will show them the value you can bring to the table, and will put them in the frame of mind of generating some referrals for you as well!

Happy Networking!

**Team 100 E-Mail**

Dear \_\_\_\_\_:

Wouldn't it be great if you had a network of 100 professionals that you felt comfortable referring your clients to? I am in the process of building a network of the top professionals, the BEST of the BEST, that I can use as a resource for my clients, and they can use for theirs. Since I know you are one of the best at what you do, I would like to add you to my network!

Additionally, I am asking for your help. I have attached a spreadsheet with all of the professions that I am looking to add. Please take a look at the list, and if you know of some great professionals that would be interested in being added to my list, I would love to contact them. Simply add their contact information to the spreadsheet, and I will contact them. Once the list is complete, I will send a copy to everyone on the list, and we can all use this as a resource to add value for our clients!

If you have any questions or comments, please feel free to contact me.

Thanks in advance for your assistance!

Sincerely,

\_\_\_\_\_

