What Constitutes a Good Referral to:

_____

1. The following describes the type of product(s) or service(s) I offer:

    _____

    _____

    _____

    _____

2. Examples of QUALIFIED REFERRALS for me would be:

    _____

    _____

    _____

    _____

3. Examples of referrals that are NOT what I need are:

    _____

    _____

    _____

    _____

4. The following scenario describes the PERFECT REFERRAL for me:

    _____

    _____

    _____

    _____

5. Miscellaneous Information:

    _____

    _____

    _____

    _____