

## **CREATING REFERRAL PARTNERSHIPS WITH BUSINESS OWNERS**

Hi (their name) ... My name is (your name) with (XYZ Company) ... I am calling today because I am in the process of creating a list of preferred businesses to give to my clients. I frequently have clients ask me for a good (business type), and I am looking for a trusted local company to refer them to. I've heard nothing but great things about you/your company, are you interested in being included?

(If yes, continue . . .)

Great! I like to establish professional referral partnerships to help grow each other's businesses as well. As I refer clients to you, would you be willing to refer your clients that are looking to buy or sell a home to me with the assurance that I will provide them with the same high level of customer service you would expect?

(If yes, continue . . .)

Excellent! Let's meet this week and discuss in detail how we can help each other. I will be in your neighborhood this afternoon at 4:00 ... or would tomorrow at 1:00 work better for you?