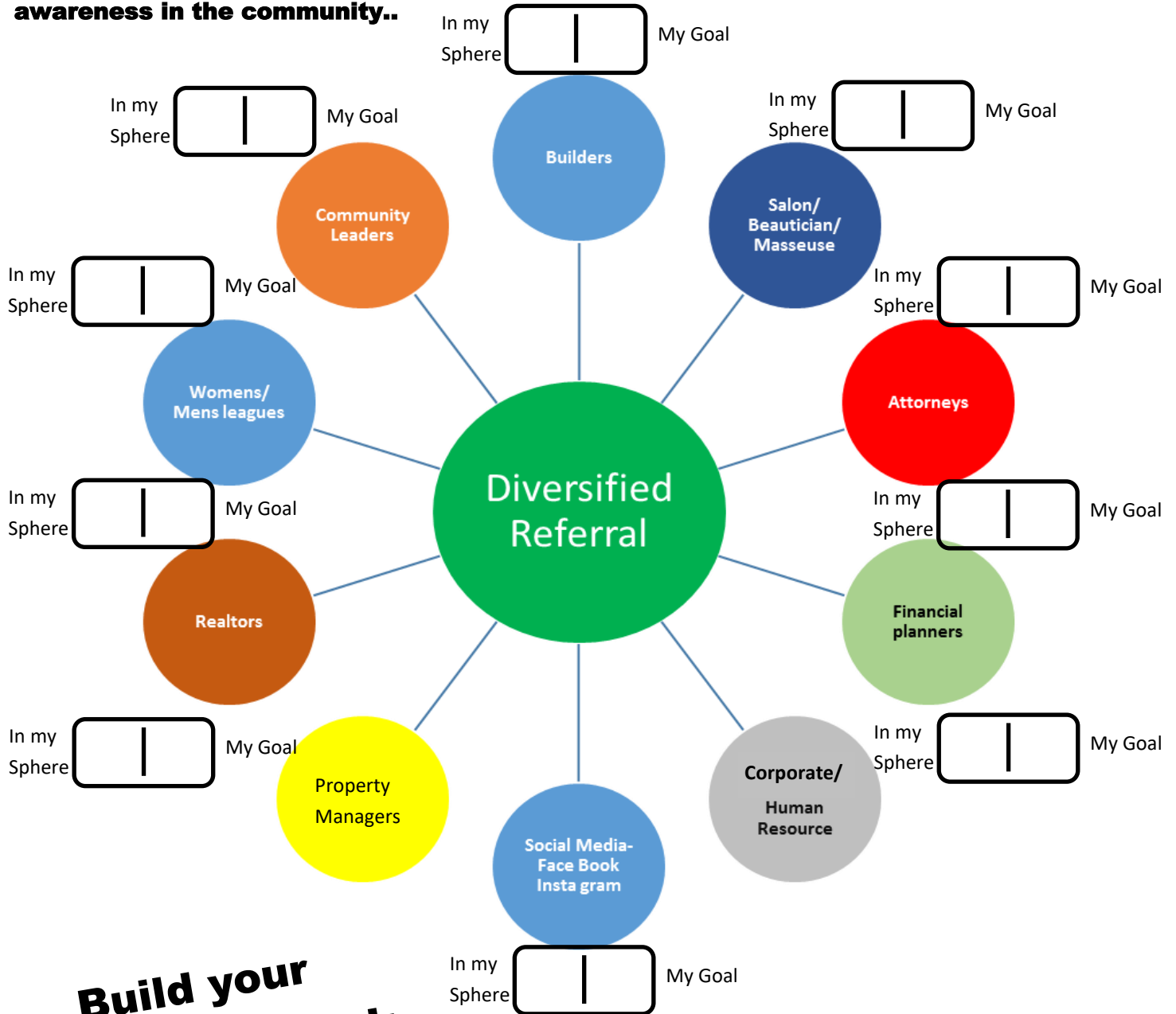


Identify your Referral Alliance Partners

Diversify Your Referral Streams

Diversify, and realize the impact of the circle of influence . Creating different referral streams will transcend into an increase in business as well as heightened your Brand awareness in the community..



Build your Referral Network

Ask the questions –"Am I building my referral network through effective methods ?"

"How am I providing value to my network ?"

" Am I strategically building my network or just being busy ?"



Keep building your Referral database through strategically building new referral alliance partners


Identified Referral partner

Date _____

A) _____

B) _____

C) _____



Reach out Connect Meeting B2B Value Provide Strategy

Reach out Connect Meeting B2B Value Provide Strategy

Reach out Connect Meeting B2B Value Provide Strategy


Identified Referral partner

Date _____

A) _____

B) _____

C) _____



Reach out Connect Meeting B2B Value Provide Strategy

Reach out Connect Meeting B2B Value Provide Strategy

Reach out Connect Meeting B2B Value Provide Strategy


Identified Referral partner

Date _____

A) _____

B) _____

C) _____



Reach out Connect Meeting B2B Value Provide Strategy

Reach out Connect Meeting B2B Value Provide Strategy

Reach out Connect Meeting B2B Value Provide Strategy

Lets Identify and reach our strategic partner alliance goals through building authentic relationships and giving value—The more defined your target the higher percentage you will hit your goal.....Build Trust-Rapport-Confidence daily..

Image is what people see-Integrity is what actions you do daily..John C Maxwell

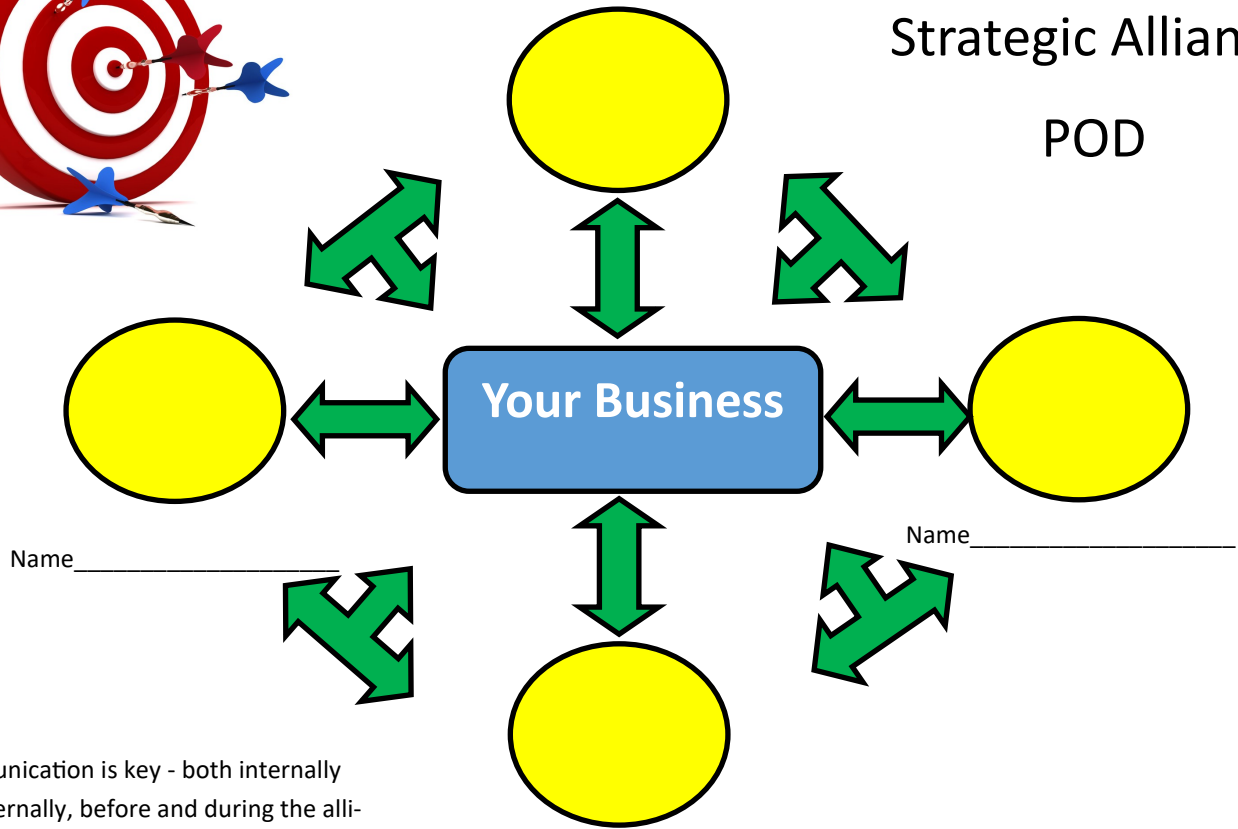
**YOU DON'T
BUILD A BUSINESS
- YOU BUILD PEOPLE -
AND THEN PEOPLE
BUILD THE BUSINESS.
-ZIG ZIGLAR**



Name _____

Strategic Alliance

POD

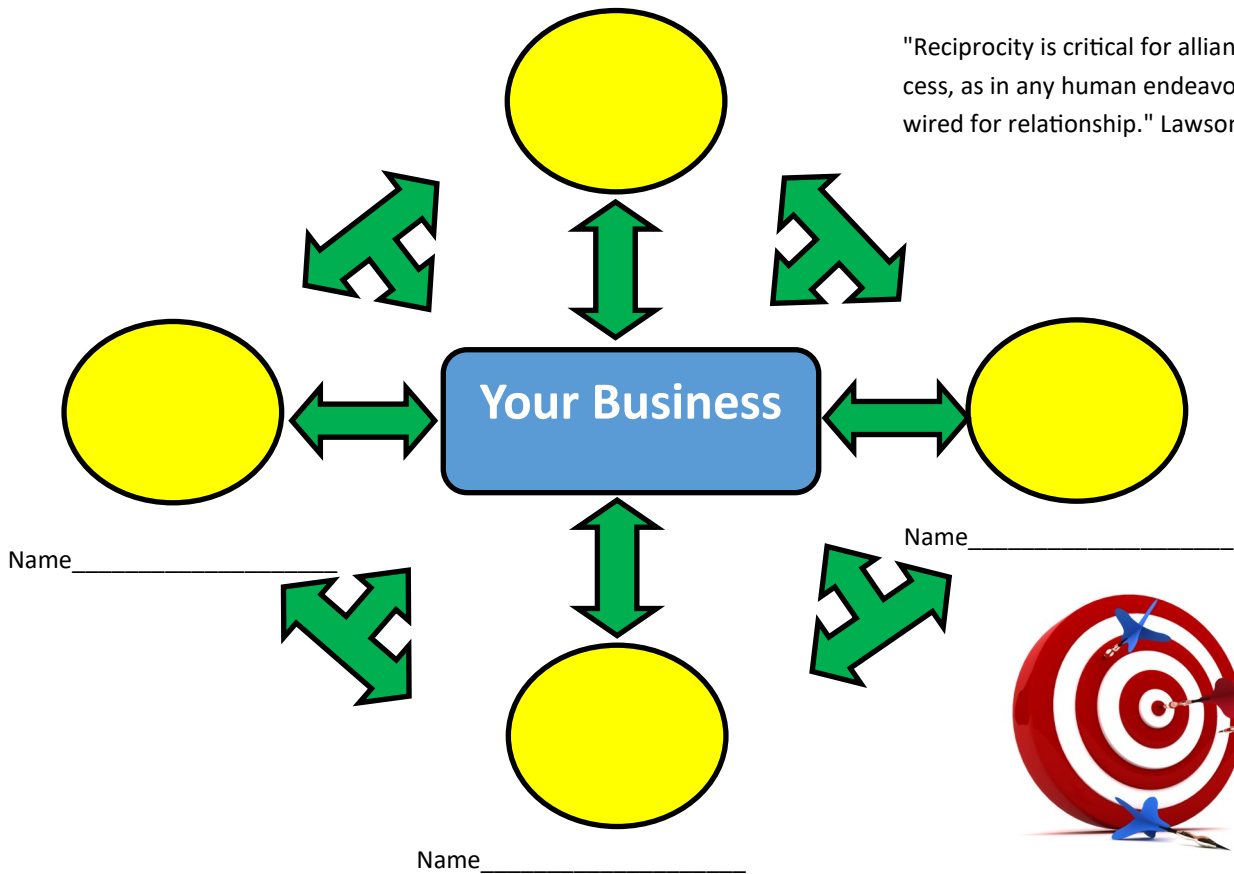


"Communication is key - both internally and externally, before and during the alliance, and at all levels."

Name _____

Name _____

"Reciprocity is critical for alliance success, as in any human endeavor. We're wired for relationship." Lawson Y. Glenn



Name _____

Name _____

Name _____

