

Why I Work By Referral



Relationships Are More Important Than Transactions

You may have noticed that many business professionals take a transactional approach to sales—identifying clients, closing the deal and then moving on to the next one. I choose not to work that way because I believe you deserve more from the people you decide to work with. That's why I work by referral. Since my primary source of new business is referrals from individuals who know and trust me, I don't have to spend time prospecting and promoting myself. Instead, I can dedicate myself fully to the activities that benefit you most and always deliver truly exceptional service.



My Service to You Continues After the Sale

I devote myself to serving the needs of my clients before, during and after each individual transaction. Instead of disappearing after our immediate business is done, you can expect me to keep in touch. I will send valuable information to you each month, and will also call from time to time just to check in and see if you need anything.



You Control My Business.

I know that I must earn your future referrals, so I aim to exceed your expectations. I have a vested interest in making sure that you are completely satisfied at the end of our transaction together. I want you to be so “fired-up” that you can't wait to tell your friends and family about me and the fantastic service you received! When you come across an opportunity, I'd appreciate it if you referred me to great people like yourself, who would benefit from the excellent service and personal attention I provide.

Working by referral is all about trust. When seeking out a service, you want a person who comes highly recommended — someone already on your side.



What Can I Do For You?

Rely on My List of Pros

Consider me your source of referrals for all types of local businesses. I have partnered with competent professionals who would be happy to serve you:

- Real estate professionals
- Legal professionals
- Financial or tax advisors
- Insurance agents (home, auto, health or life)
- Home maintenance services and contractors
- Doctors, dentists, etc.

If you need a referral to a provider that is not mentioned here, feel free to ask; I may know just the person you're looking for!



Referrals Are Priceless

90% of consumers worldwide said they are most likely to trust the recommendations of the people they know, a figure which was well above any other form of advertising, according to recent market research conducted by The Nielson Company.

*Oh, by the way®...
I'm never too busy
for your referrals.*



News You Can Use

I'll gladly provide up-to-date information on the latest finance, business and tech trends that can affect your personal situation.



Planning for the Future

I'll answer the questions that arise as your circumstances change and you prepare for the future, such as saving for your children's education or planning for retirement.



Get Finances in Order

I can send best practices for saving, budgeting and other topics to help you get your financial house in order. Let me know if you would like me to recommend a finance pro to help guide you along!



Community Insight

Look to me for information on community amenities such as parks, schools, recreation and trails, as well as special events in the local area.



Help Where Ever You Need It

I can help you or a family member secure the services of a like-minded professional in another part of the country, as well as special events in the local area.