



Referral Sales Script ©

Description

THIS IS THE DIFFERENCE between a low-producing agent and a consistent top producing agent – REFERRALS.

Dr. Clark's *Referral Sales Script* can assist in tacking on **3-5 more sales** each week to an agent's overall production. Simply make it a part of your sales presentation delivery, while speaking to customers. A referral is simply a tactful way for an agent to ask if there is anyone else I may help with our benefits. Whether an agent makes a sale or not, ALWAYS ask for REFERRALS! Never miss an opportunity to pinpoint a "buying customer".

Upon collecting referrals, Dr. Clark also assists you by including *Calling A Referral Sales Script*. How should an agent introduce him/herself when calling a referral? What information needs to be addressed by an agent? *Calling a Referral Sales Script* has just what an agent needs to say to respectfully earn a referral's trust, begin a selling dialogue, then CLOSE THE SALE by utilizing Dr. Clark's Sales Script Manual.

Referral Sales Script also includes "Extras" such as, Dr. Clark's "6 Selling Pointers", "8 Selling Techniques To Avoid", "Tie Downs Explained", and FREE "Spike Questions".

QUESTIONS ?

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