



## Private Practice Marketing Secrets Mentoring Program Module Five Study Guide

# Relationship Building: Leveraging Your Strengths to Create an Endless Stream of Referrals

For best results we recommend that you **PRINT OUT** this Study Guide and **USE** it to **MAKE LOTS** of notes during this program!

Thanks for joining us!



*David*

**DATE:** Tuesday, June 24<sup>th</sup>

**TIME:** 9:00am pacific/Noon Eastern for 3 hours

**TO JOIN:** 712-421-6096

**Pass Code 171071#**

### 4-Step Action Plan

1. Choose 3 traditional strategies for getting your name in front of referral sources.
2. Choose 3 non-traditional strategies for getting your name in front of referral sources.
3. Create & implement your plan for using these strategies.
4. Follow up and keep your name in front of your referral sources.

**We are committed to helping you build your ideal private practice and fill it with your ideal clients.**

**Are you?**

**Module Five  
Relationship Building:  
Leveraging Your Strengths to Create  
An Endless Stream of Referrals**

In Module Four you will learn -

- Traditional Strategies for Getting Your Name in Front of Referral Sources
- Non-Traditional Strategies for Getting Your Name in Front of Referral Sources
- How to Keep Your Name in Front of Referral Sources with Strategic Follow Up
- How to Create Your Champions
- AND much more!

**Let's Get Started!!**

*I. How to Get Your Name in Front of Referral Sources*

***Traditional Strategies***

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

***Non-Traditional Strategies***

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_







**Module Five**  
**Relationship Building:**  
**Leveraging Your Strengths to Create**  
**An Endless Stream of Referrals**

***IV. How to Keep Your Name in Front of Referral Sources with Strategic Follow Up***

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

**Important Notes:**

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**Module Five  
Relationship Building:  
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An Endless Stream of Referrals**

***VI. Resources for Your Next Success Steps***

**Resource #1: Effortless Referrals Grid ([download here](#))**

**Resource #2: Client Tracking Form ([download here](#))**

**Our Next Meeting:**

**Module Five  
Implementation Lab**

**DATE:** Friday, June 27<sup>th</sup>

**TIME:** 10:00am pacific/1 pm  
Eastern for 2 hours

**TO JOIN:** 712-421-6096

**Pass Code 171071#**

**Our Next Module:**

**Module Six  
Getting Hired:  
Converting Prospects to  
Clients - The Key to Private  
Practice Success**

**DATE:** Tuesday, July 8<sup>th</sup>

**TIME:** 9:00am pacific/Noon  
Eastern for 3 hours

**TO JOIN:** 712-421-6096

**Pass Code 171071#**

**Private Practice Marketing Secrets Mentoring Program Links**

**Home Page-** [www.buildingyouridealpractice.com/ppmsmain.html](http://www.buildingyouridealpractice.com/ppmsmain.html)

**Schedule-** [www.buildingyouridealpractice.com/ppmschedule.html](http://www.buildingyouridealpractice.com/ppmschedule.html)