

セールス

Winning with Referrals (Private session for Allstate/Jeremy Olson Agency)

個人向け

Asking for referrals can be an uncomfortable step for many people. A key way to change this is to recognize that asking for referrals can be a benefit for your existing customers.

コースの特徴

In this module, you explore the most common reasons to avoid asking for a referral, and why and how to overcome hesitancy. You will learn a simple, conversational approach to ask, with confidence, for additional business opportunities. It's easy and it works every time!

コースの狙い

You will create results for new customers and strengthen business relationships.

期待できる効果

You will be able to overcome the logical and emotional barriers about referrals. Create win-win referrals that customers find comfortable. Follow through on referrals to win new customers.