

Satış

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

Sınıf İçi

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.

Ne öğreneceksiniz

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!

Neden öğrenmek isteyeceksiniz

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

Size nasıl yardımcı olacak

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.