

Hello Bob Smith,

This is Mike calling from RPS. Do you have a quick minute? Mike just wanted us to call everyone and wish them a Merry Christmas and Happy Holidays also to make sure you got the books we sent out.

Did you get the books? Great.

Mike also wanted us to ask if there is anyone that comes to mind who we might want to reach out to? Does any ones name come to mind?

If yes:

Who would that be so I can make a note of it and keep on the lookout if I see their name on Mike's calendar? If they have the name ask what might be the best way to get in touch with that person:

Email

Phone Call

Something in the mail about our firm

You can always bring them to a seminar either with you or by themselves- just a thought

If No:

If you could do me a favor if you pass the book on to someone please just send me an email or call me and let me know who you gave it to. Mike likes to track this so we can send you a gift out.

Again we want to say thanks for your business and Happy Holidays.



For People who recently gave a referral- they might likely say the following:

1) I just gave you someone in the past few months- I don't have anyone else

Response: we really appreciate it – if you can think of anyone else please let me know- send an email or call me-

2) I gave you someone recently and you guys never followed up

Response: I feel terrible about that- do you know who it was- I will check on it and make sure we reach out to them

3) I get people to come but they just haven't done anything with RPS

Response: that is interesting, have they shared with you why they have not done anything with RPS.

Other Responses:

Nearly all of our business comes from referrals of some sort. Mike is so appreciative that people refer him so often and we get a little extra bonus each time someone refers us. So if someones name pops up, please make sure you call me or email me and will make sure we take good care of them.

Thank you so much.