

## a love note from Laura...

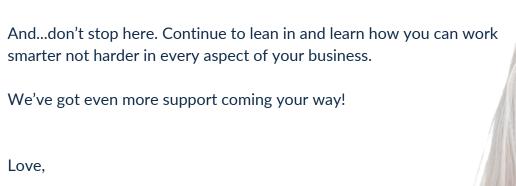
Hello, amazing one!

I'm Laura Wieck, the founder of The BodyMind Method<sup>©</sup> and I am so glad you're here! This means you are ready to work smarter, not harder, and learn to ask for and receive a referral with every single client.

I've been fortunate enough to work with thousands of massage therapists and holistic practitioners. And this I know for sure: You're the most caring, generous, heart-centered people in the world.

And, if you're like me, despite all of your hard work, you still feel like it's feast or famine. Learning this technique, which I share with you in this training, will benefit you and your clients for years to come and get you off the roller coaster.

I sure hope this helps you're already starting to think differently about your relationship with your clients. This training will help you see how learning how to ask for referrals in a more effective way is simple.



Laura

Body Mind COACHING WITH LAURA WIECKT

# Cheat Sheet

After watching the training you now understand that the key to effective referrals is about more than just offering a discount to your clients. And just in case you forget, here are the reasons why you and your clients benefit.

### REMEMBER

Asking a client specifically WHO they know that would benefit from your services helps your clients:

- Be of service to their friends and family
- Support you (their favorite practitioner!)

Word-of-mouth marketing is the best marketing available. In the training, you heard me share that the key to effective referrals isn't offering a discount to your clients. People are more motivated to help their loved ones solve a problem and get results (which is what you do!). So when you ask specifically for who they know that would benefit it's a win-win.

By asking for referrals effectively you will save time and money while attracting your ideal clients to you.

Remember to ask specifically: WHO do you know that can benefit from my services? Help a client think of 1-5 friends or family that will benefit from the incredible work you do!

### DO:

Remember that people want to help their friends and family

Don't: Assume clients will automatically give referrals.

### DO:

Clearly communicate HOW to best make the introduction.

Don't: Make it hard for people to refer/book.

### DO:

Help them bring to mind a specific person (script below).

Don't: Forget to ask!



# A How to Guide

Use this guide to effectively ask for referrals every time!

Your session is ended and you're saying goodbye

**You:** I love helping clients like you who are struggling with [insert client struggle], go from feeling [insert client struggle] to feeling more [insert client's ideal feeling].

You: Do you know anyone who would benefit from the services I provide?

Client: I'm not sure, let me think about it.

**You:** Great, well when you think of a friend or family member that would benefit please have them [text, call] and I will take great care of them!

Own the fact that you are brilliant!

You did it!! You supported a client in their health, wellness & beyond.



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