

RECEIVE *amazing* REFERRALS

with Laura Wieck
Founder of the BodyMind Method[®]



a love note from Laura...

Hello, amazing one!

I'm Laura Wieck, the founder of The BodyMind Method® 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.

And...don't stop here. Continue to lean in and learn how you can work smarter not harder in every aspect of your business.

We've got even more support coming your way!

Love,

Laura

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.



CURIOUS TO *LEARN MORE?*

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