

REFERRALCHAMPIONS™

SELF-STUDY MULTI-MEDIA SYSTEM

FAQ – Frequently Asked Questions

For whom is this multi-media training system designed?

The Referral Champions Multi-Media Training System is designed for all types of self-motivated professionals who are in a client-acquisition mode; professionals who want to build a business based on how their clients want to meet them – referrals, personal introductions, and other relationship strategies.

Should the videos be watched in a group or individually?

This multi-media training system is designed to be experienced individually, with a referral buddy, or in a very small team (2-6). The ideal is with a referral buddy. (Split the investment with a buddy or order a second program at a 50% discount.) If you are interested in training 4 or more people, contact Bill Cates to review several group-training and reinforcement options.

Can I buy the strategies individually? And is there a payment plan?

We only make this available as a complete system.

Do the audio CDs contain different content than the DVDs?

The content is the same. We've provided the audio version of the strategy so that you can learn and reinforce the strategy while driving to and from your office or to client appointments. You can also share these audio CDs with members of your staff who will be playing a role in the increased referability of your business and your efforts to be more proactive for referrals.

What is the time frame for going through the program? Should the videos be watched in order?

We recommend you review and begin applying Strategies 1-6 as quickly as you can. You may want follow Strategy #6 with Strategy #10. Then watch the other strategies at your own pace. There is no perfect way to go through this system. Everyone learns differently.

How long will it take to produce results?

As you would imagine, experiences vary. However, many professionals experience immediate results. The good news for you is that you don't have to apply every part of the system to begin reaping the rewards – in terms of more referral prospects who turn into new clients. Just employing the value-discussion strategy or the planting referral seeds strategy can begin to yield results.



MORE

FAQ – Frequently Asked Questions - Continued

One of the best things you can do to begin producing results is to create your Referral Action Plan. As you watch the videos and/or listen to the audio CDs, begin to create your plan of action. And then find someone – a colleague, associate, manager, or business friend to hold you accountable to your plan. Brainstorm situations with them. And have fun celebrating your successes.

This client acquisition system will work for you, if you work the system. Check out the testimonials included throughout our website. The evidence is clear. And with our iron-clad guarantee, you have nothing to lose.

Which is better, the Referral Champions Self–Study System or Referral Champions Training Camp?

Our experience is that people learn differently. For some, a live, interactive, session works best. For others, a self-paced, self-study (or study-with-a-buddy) program is best. What resonates best for you? We typically host one Referral Champions Training Camp per year. If you don't want to wait for the next training camp, then invest in this video training program now. If after you've worked with the system and feel you need the boost a live session can provide, then call our office and we'll arrange a special tuition for you – as the owner of the Referral Champions™ Video Training Program.



"I've been very successful using your referral methods. In the last month I received 12 qualified introductions and have already set 7 appointments. I'm having so much fun with this!"

Robin Wolff – Miami, FL



"Every time I use Bill Cates' VIPS Method for referrals it works. The other day I was with some great clients. I started with the value discussion. The next thing I knew, they were going through their phones to find people to introduce me to. It's simple and effective!"

Adam Simon – Louisville, KY