Million Dollar Referrals: The Secrets to Building a Perpetual Client List to Generate a Seven-Figure Income

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Build a million-dollar business out of untapped referrals!

Alan Weiss has taught thousands of people how to put their expertise to work through consulting, speaking, and coaching. Now, in *Million Dollar Referrals*, he takes it to the next level, giving you the tools to leverage relationships with current clients?and grow your business exponentially. *Million Dollar Referrals* reveals Alan Weiss's powerful system for cultivating relationships and generating more business than you ever thought possible. Learn how to:

- Build sincere, trusting relationships with current and past clients
- Tailor your referral requests to the personality of the client
- Identify opportunities to communicate the value of your services
- Stay in touch throughout the year?with everyone
- Build a repository of references, testimonials, and other referrals in writing (or on video)

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