REFERRAL RENOVATIONS PAM GEHRS

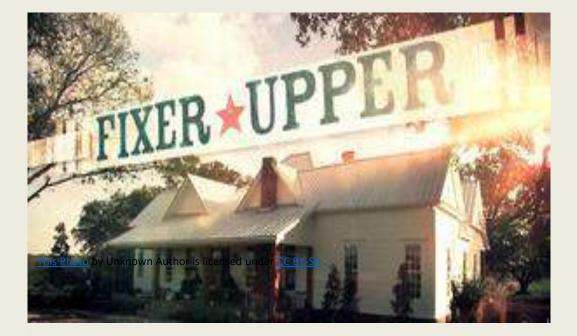


BECOME CREATIVE WITHIN YOUR CIRCLE OF INFLUENCE





REFERRAL RENOVATIONS START BY TEARING DOWN THE OLD WALLS











LAYING THE FOUNDATION

TOTAL * RENOVATION

simply skills



Tesseading at the mumane employable area of the states of



Tear Down the Walls.



DEMO DAY:

Tear Down the Walls—Start thinking about Rebuilding your referral Network. Do things differently...

Create Relationships: Activities Director, Post Commanders, Marketing Directors, Country Club Event Coordinators

Foster Relationships: What can you do to help them

REFRAME - REBUILD

DEADTalks

The Pre-need Conversation







ABP—ALWAYS BE PROSPECTING WHERE DO WE FIND MORE LEADS/REFERALS?



he Pre-need Conversation

Where do PEOPLE gather?





Create Your Own Unique Events— Partner with Your Community !!!







owest prices of the year! Family APPRECIATION Month 0% INTEREST!

Memorials & Benches 10% Off.

Constant and a set of the set of



Take Aways

- Reach out for referrals
- Get out in Your Community
- Talk to Everyone
- Ask to Speak in Their Environment
- Think outside the Walls—Be creative





It All Starts with You





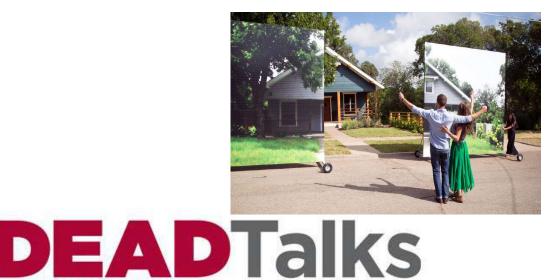




"Don't quit, and don't give up. The reward is just around the corner. And in times of doubt or times of Joy, listen for that still small voice." Joanna Gaines

Sometimes we hesitate to ask for referrals, but the reward is just around the corner. Sometimes all we can see is the MESS in front of is (home renovation/ potential awkwardness in asking) so we miss the reward that's awaiting just on the other side of doubt!

The Rewards are just Around the Corner...



The Pre-need Conversation

