




Doren Aldana

"Please PRINT THESE NOTES and have all 10 PAGES out (pen-in-hand) during our content-rich teleseminar so you can get maximum value out of the call..."

Important Pre-Call Information

- Date:** Tuesday, November 28th, 2006
- Time:** 10:30 AM PST/1:30 PM EST
- Dial In:** 1-712-580-8020 (Spenser, IA, U.S.A)
- Passcode:** 728833#
- Co-Host:** Shane Suepaul → 
- Topic:** "How to Generate More Quality Referrals Without Begging!"
- Duration:** 60 Minutes
- Call Early:** We'll start promptly according to www.Time.gov

Tips To Get Maximum Value From This Call!

1. Print this sheet so you can **write** and take good notes during the call
2. Commit to quickly **implement** the secrets revealed during the call
3. Track the **money** you make utilizing these marketing strategies in '06

SPECIAL NOTE: "This teleseminar starts on time according to www.Time.gov so please dial-in five minutes early so you don't miss any content. Your courtesy will be most appreciated." ☺

1) **Optimal Referral Sources** – The absolute **best referral sources for me?**

Notes:

2) Qualifying Strategies – How do I **quickly and easily qualify my referral sources** prior to approaching them?

Notes:

3) Incentivizing Referrals – How to get a continuous stream of referrals from real estate agents and other referral sources **without having to give cash incentives?**

Notes:

4) **The Wedge Factor** – How to identify a realtor's dissatisfaction in their current mortgage lender/broker so I can **become their number 1 for mortgage leads**

Notes:

5) Unique Advantage – Eliminating the "commodity factor": How to **stand out from the competition?**

Notes:

6) **Attractive Approach** – How to approach my referral sources so that **they feel like they need me**, not that I need them?

Notes:

7) **Client Referrals** - The **best way to motivate my clients to actively send me referrals**, even if they seem too busy to refer me?

Notes:

8) Effective Followup - What is the most effective way of keeping in quality contact with my referral sources to **ensure they don't refer business elsewhere?**

Notes:

