

Ways to Find / Enroll Clients

Referral from Newly signed members

One of the most effective ways to grow our community is through your valued referrals. The best time to encourage a member to send along a referral is when they're fired up at the beginning and they're just getting started.

Here's a step-by-step guide on how to encourage and collect referrals from the newly signed members:

Step 1: Build a Relationship

- Establish and maintain a strong rapport with the newly signed member. Understand their business goals, challenges, and the value they seek from Pinnacle Global Network.
- Great way to plant the seed: My commitment is to make sure you have an outrageously successful experience with us that you cannot wait to refer your business connections.

Step 2: Ensure Exceptional Support

- Offer exceptional support and mentorship, ensuring the new member feels supported and valued within the community. Address their queries promptly and assist them in navigating the resources available.
- If they're working with another Mentor, keep in touch, support them and ensure they know you care about their success.

Step 3: Educate About Referral Benefits

- Explain the benefits of referring other business professionals to Pinnacle Global Network. Emphasize how their network expands, and they contribute to creating a thriving community.
- Share success stories of other members who have benefited significantly from the Pinnacle Global Network community. Real-life examples can inspire new members and highlight the community's impact.

Step 4: Identify Potential Referrals

- Identify members who are particularly enthusiastic, engaged, and have expressed satisfaction with their Pinnacle Global Network experience. These individuals are more likely to refer others.

Step 5: Initiate a Referral Conversation

- Approach the member in a friendly manner, expressing gratitude for their participation in the community. Explain our Ambassador Club where they will receive \$1000 for any referral that joins Pinnacle Global Network. Let them know that nothing is more rewarding than paying it forward and helping their connections realize their dreams. It is truly rewarding to give back!

Step 6: Offer Support in the Referral Process

- Offer assistance in introducing potential referrals to the community. Provide guidance on how to invite contacts, share event details, and explain the advantages of joining Pinnacle Global Network.

Step 8: Foster a Culture of Gratitude

- Encourage a culture of gratitude within the community. Express appreciation for referrals regularly, reinforcing the importance of each member's contribution to the community's growth.

Step 9: Provide Continuous Support

- Continue supporting members who refer others. Offer guidance on how to integrate new members into the community, ensuring a smooth transition and a positive experience for everyone involved.