

## **GETTING SPECIFIC FOR MORE REFERRALS**

**List out INDUSTRY SPECIFIC PEOPLE you are targeting. (Base this around your Avatars)**

1.

2.

3.

4.

**List out SPECIFIC SITUATIONS PEOPLE COULD BE IN that would be good targets for you**

1.

2.

3.

4.

**List out EXACTLY WHO you are looking for - SPECIFIC PEOPLE BY NAME**

1.

2.

3.

4.