



Beyond Referrals: How to Use the Perpetual Revenue System to Convert Referrals into High-Value Clients

Bill Cates

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More Introductions! More Appointments! More Clients!

You face four hurdles to gaining new clients: finding enough of the right prospects, getting their attention, making the sale, and multiplying your clients through referrals.

While referrals are important, they're not the endgame. *Beyond Referrals* helps you turn referrals into introductions, appointments, and sales--showing you how to turn referrals into introductions to the prospects who are eager to hear from you. Then, you'll learn proven ways to convert a high percentage of prospects into high-value clients.

"Bill's referral system is being used throughout our company because the results are undeniable. He has truly revolutionized the way our advisors are acquiring new clients through referrals. This book will turbocharge your client acquisition!" -- JOE JORDAN, Senior Vice President, MetLife

*"**Beyond Referrals** is a gold mine of value-based, profit-creating information. Utilizing Bill's Perpetual Revenue System, we learn that obtaining the referral is only the first step in an ongoing and very profitable cycle."* -- BOB BURG, coauthor of **The Go-Giver** and author of **Endless Referrals**

*"**Beyond Referrals** explains how to avoid leaving money on the table from what I call the 'second sale.' You can read this book and double your business, or you can merely work twice as hard. That's not much of a choice."* -- ALAN WEISS, PhD, author of **Million Dollar Consulting** and **Million Dollar Referrals**

This is the ultimate blueprint for converting referrals into clients." -- Ivan Misner, PhD, New York Times bestselling author and founder of BNI

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Martin Sanchez:

This Beyond Referrals: How to Use the Perpetual Revenue System to Convert Referrals into High-Value Clients is great book for you because the content that is full of information for you who also always deal with world and possess to make decision every minute. This kind of book reveal it details accurately using great arrange word or we can state no rambling sentences inside it. So if you are read the idea hurriedly you can have whole data in it. Doesn't mean it only gives you straight forward sentences but tough core information with splendid delivering sentences. Having Beyond Referrals: How to Use the Perpetual Revenue System to Convert Referrals into High-Value Clients in your hand like obtaining the world in your arm, info in it is not ridiculous one. We can say that no book that offer you world in ten or fifteen tiny right but this publication already do that. So , this can be good reading book. Hi Mr. and Mrs. stressful do you still doubt this?

Angelita Estes:

In this time globalization it is important to someone to receive information. The information will make anyone to understand the condition of the world. The healthiness of the world makes the information quicker to share. You can find a lot of referrals to get information example: internet, paper, book, and soon. You will see that now, a lot of publisher which print many kinds of book. The particular book that recommended for your requirements is Beyond Referrals: How to Use the Perpetual Revenue System to Convert Referrals into High-Value Clients this reserve consist a lot of the information with the condition of this world now. This book was represented how does the world has grown up. The vocabulary styles that writer value to explain it is easy to understand. The particular writer made some investigation when he makes this book. That's why this book ideal all of you.

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