



ELITE BUSINESS by Paul Cavallo.

## HOW TO PLAN FOR AND BE BETTER AT FINDING REFFERALS

### BUILD A FLOWCHART OF REFERRAL OPPORTUNITIES

#### PLAN FOR / SEE OPPORTUNITIES

WHERE ????? WITHIN YOUR BUSINESS ACTIVITIES.

#### SCENARIO 1 -BUILDING INSPECTOR - REFERABLE BNI MEMBERS

- 1. PRE PURCHASE INSPECTIONS → REMOVALIST -the occupant is moving.  
→ ELECTRICIAN- Non Compliant Smoke Detectors.  
→ PLUMBER - existing problems I find.  
→ CONVEYANCER- The homeowners are Buying elsewhere.
- 2. BUILDING DISPUTE INSPECTIONS → LAWYER.  
→ ALL TRADES- to rectify bad work.
- 3. MOULD INSPECTIONS → CLEANER.
- 4. POOL CERTIFICATION → CONVEYANCER- people are selling  
→ BUILDER/HANDYMAN-Barrier repairs  
→ REAL ESTATE AGENT- The owner is selling or renting
- 5. NEW HOME HANDOVER INSPECTIONS → INTERIOR DESIGNER.  
→ CURTAINS-need new curtains.  
→ REMOVALIST- moving in soon.  
→ ALL TRADES- to complete the house.

#### SCENARIO 2-ACCOUNTANT - SEARCH CLIENT BASE FOR OPPORTUNITY.

- people going good or bad → BUSINESS COACH.
- Slow BAS clients → BOOK KEEPING
- Builders → TRADIES/INTERIOR DESIGNER / CURTAINS/CERTIFIER
- All Clients → LIFE INSURANCE / WEBSITE SEO /CLEANER
- Rough Melon → BEAUTICIAN.