BUILD A FLOWCHART OF REFERAL 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 TRAVES - 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 TRAVES - 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.