



Please don't forget to send referrals our way!

We have a personal favor to ask of you. A large part of any real estate agent's success is dependent on the number of personal referrals that come from relatives, friends, neighbors, business associates and past clients. So we are asking you to please commit to refer us **just ONE great referral in 2020**. Yes, more would be awesome and feel free to send as many as you like ☺. But we're only asking you to **commit to just one in a year!**

We not only sell real estate in Ossining or Briarcliff where we have our office, but all over Westchester, Putnam or Dutchess Counties as well. We are able to refer out to any other area, State or Province in North America too. If we are not able to assist the client directly, then we will refer them to a great agent who works in that location. Will you please commit to sending us **ONE referral in 2020?**

And not all referrals are created equal...

What is a **GREAT** referral?

Ok, let me help you with what makes a great referral. Unfortunately, people "just giving out our name and or business cards" rarely gets us a call. It's a nice gesture, but we just don't hear from the person you gave our name to very often. We receive and sell the most number of referrals when we receive a **name and cell number of the referral directly from you** so we are able to call the prospective buyer or seller directly.

So please get us their name and cell number! You don't have to attempt to convince your referral to "absolutely use us." Just convince them to **speak to us** and to give you their name and cell phone number. That's all we need! We'll take it from there. It should be much easier for you to get their information if you are not attempting to convince them to make a *snap decision right then and there to use us*. We just need the opportunity to speak to them. Will you commit to getting us **just ONE** of these types of referrals in 2020? We would so appreciate it!

Thank you for your business!