

## \*Fabulous Referral Game Party Tip:

I LOVE to use the Fabulous Referral Sheet as the starting off point of her guest list, when she books a follow up appointment.

### **How to achieve that:**

During your individual closing, when you book the guest for her follow-up appointment, hand her BACK her referral sheet and say,

"Go ahead and **CIRCLE the people on that list** that you would like to invite to your follow-up appointment! **You're allowed to share it with up to 5 friends.** Why don't you **circle 10-12** in case the first couple girls you call aren't available that day! **That way you'll be sure to maximize your 5 and you'll get the most for free** that day! I'll just make sure NOT to call the girls you circled until after you've had a chance to invite them!"

Then take the referral sheet back! Now you have the names and phone numbers of potential guests, so all she has to do is text you her YES list with which of those people **are able to make it!** **You may then call them to pre-profile them!**