

Automotive Referral List

Referring Client: _____ Date: _____

*“There is one more thing I ask all my customers to do for me before they leave. I just need three referrals; three potential customers--maybe a friend, neighbor, relative, or someone at work that, one of these days, **just might be thinking** about a new or used car or truck.”*

1. Name: _____

Occupation / Company: _____

Phone / Email: _____

Comments: _____

2. Name: _____

Occupation / Company: _____

Phone / Email: _____

Comments: _____

3. Name: _____

Occupation / Company: _____

Phone / Email: _____

Comments: _____

Your help will enable me to develop a working relationship with these fine people. Thank you for allowing me to borrow your trust, until I have time to establish my own.

Sales Professional: _____