



# Fire Up Your Referral Engine in Just 5 Minutes Per Day

Each of the following tasks takes just 5 minutes, but will yield huge results for your business.

- Email a useful business article to a contact with a personal note on why you thought of them. Bonus points for printing it out and mailing it.
- Check out your contact's business Facebook page and share their next event on your page. Bonus points if you attend.
- Invite a colleague to accompany you to a networking event you plan to attend. Bonus points if you offer to give them a ride.
- Visit [grubhub.com](http://grubhub.com) and send some treats from a local bakery to your contact's office next Friday. Bonus points if you order their favorite bakery treats, not yours.
- Hop on Yelp or Facebook and leave a review for a company whose good service you've appreciated. Bonus points if this company is an ideal source of referrals for you.
- Think of a business book that impacted you, now purchase that book from Amazon, ship it to you, personalize a message inside the front cover and ship that to your contact! Bonus Points if you know in advance that the contact is interested in the book or topic.
- Do you listen to podcasts? Share a list of your favorites with a colleague. Bonus points if your contact has their own podcast and you leave them a review on itunes.

If you have questions, or would like to learn if/how to get more referrals in your business visit [www.ReferralDiscoveryCall.com](http://www.ReferralDiscoveryCall.com)