

## Script For Vendors; People You Pay \$\$\$ To

Hello, this is \_\_\_\_\_ from \_\_\_\_\_ real estate. I know we have been working together for some time now. And I have referred several customers to you ... This thought occurred to me ... I am sure you, like I need new business everyday ... I would like to propose that we work together to refer customers to each other, would you be willing to do this?

Great, who do you know right now that I might be able to help?

What I would like to do is check in with you monthly just to remind us to refer business to each other, would that be OK? Great, in the meantime, if you hear of anyone who needs my help please give me a call and I will do the same for you.