



Own Your Future With a Real Estate CRM

With Referral Maker CRM, you will always be in control of your income, data and lead generation — and you'll be able to take that information with you wherever you go.



Own Your Income

My Income Goal: \$100,000

It starts with a goal! Users set an income goal along with their tax rate, splits, commission amount, business expenses and current sales volume. Referral Maker CRM will then calculate the amount you need to earn to reach your goal, and how many transactions you'll need to close to get there.

Activity Goals: 2 referrals per month

Because the system prioritizes Working By Referral, Referral Maker CRM calculates how many referrals you'll need to stay on target.



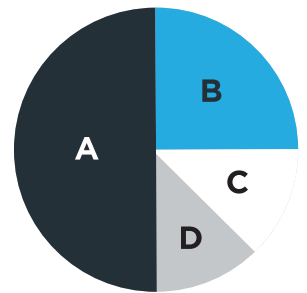
Own Your Database

Your Data, Your CRM:

With Referral Maker CRM, you control your data, not your brokerage. That means you can take your database with you wherever you hang your license.

Sort and Qualify:

After importing your contacts into Referral Maker CRM, you'll get to rank them (A+ to D) based on how likely they are to refer you to others. A+ means you're their go-to, while D means delete.



Own Your Lead Generation

Once the goals are set, Referral Maker CRM breaks down the lead generation activities you'll need to complete each week. You'll get customized action steps for each day.

The three main lead generation activities are:



Calls — The CRM will tell you who to call. Since this system is based on relationships, you'll be calling people you already know - no cold calls here.



Personal Notes — Handwritten notes have tremendous impact and help you stand out from the crowd.



Pop-Bys — These are small appreciation gifts you'll drop off to clients and relationships to show that you're thinking of them, and that you're never too busy for referrals.

Reasons to Reach Out:



Checking in to see how they're doing.



Rekindling a relationship, reconnect with someone you've lost touch with.



Sorting and qualifying contacts to ensure you're still the agent they'll refer out to!

Take control of your business with Referral Maker CRM, and you'll achieve all of your income goals! Try Referral Maker CRM for free today:

buffiniandcompany.com/freetrial