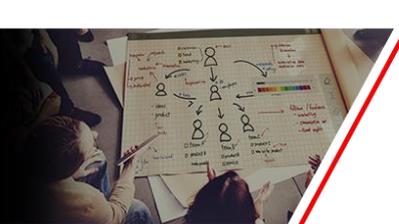


The Team Referral Strategy



Process:

1. Select team members who uphold your values and who you want to hire more people like them
2. Meet with them and let them know that you are hiring for a position
3. Get them to come up with a list of potential referrals
4. Get them to post up on their FB page & share that they have a role coming up at their company
5. Get that team member to DM the list of potential referrals with the following templates
6. Drive into your recruitment process

Template to connect referral with the owner:

Hey (friend's name), please meet (insert owner of practice name).

Listen, I recently started working at (insert practice name) who (specialise in XYZ) ,and it's been outstanding. Like RIDICULOUS!

I think you could be a great fit to join our team, and I can get you hooked up with an intro with our owner & CEO (insert owner name) (he's a business weapon and a great guy!)

I've included him in this thread to connect you both :)

The easiest next step is to just have a chat with (insert owner name), to see if you'd be a great fit.

(Owner name), can you please do me a favour? Can you connect with (insert name of applicant) and share more about the new opportunity we currently have.

The Team Referral Strategy

(friend name) even if you're not looking right now, take this meeting. Best case you take on the world's best opportunity. Worst case, you get to network with an amazing (insert name of profession).

Owner to send this template:

Hey [name] - great to meet you

And thank you for the intro [name] - super appreciate you thinking of me.

[Name] - I'd love to connect and learn more about you.

When is good to connect for a quick 12-15 min chat- I've got (day and time) or (day and time) in your time zone.

What's best for you?

Look forward to chatting.

(name)