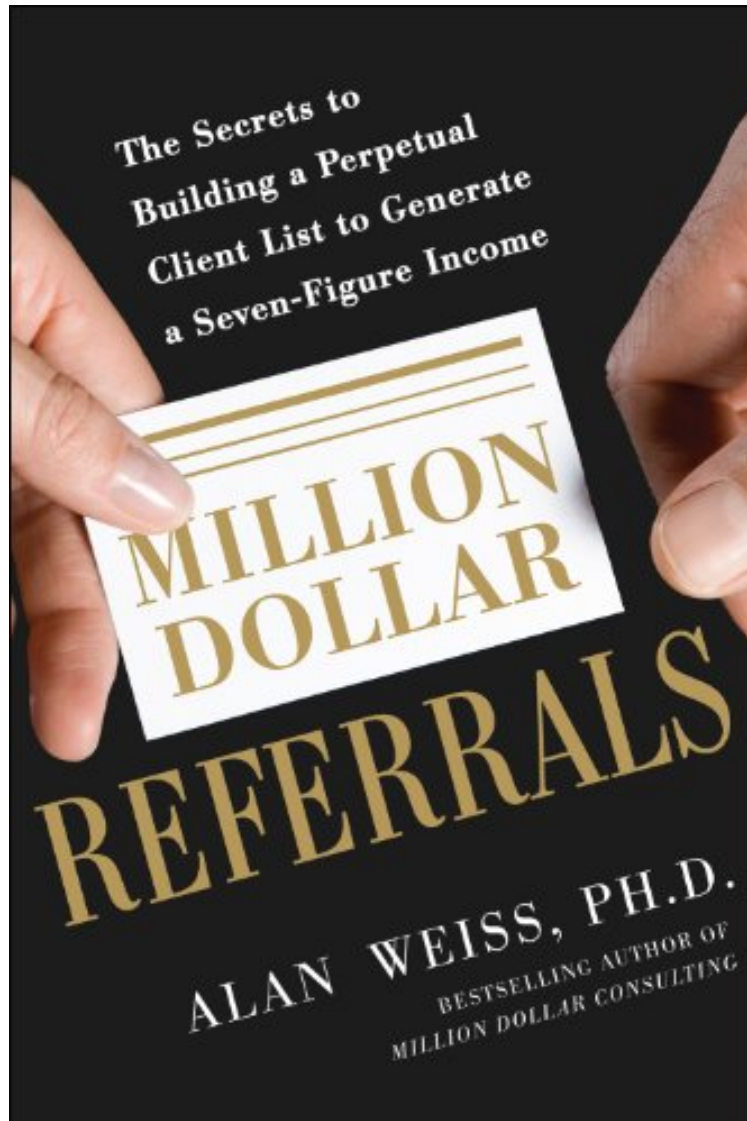


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Build a million-dollar business out of untapped referrals! Alan Weiss has taught thousands of people how to put their expertise to work through consulting, speaking, and coaching. Now, in Million Dollar Referrals, he takes it to the next level, giving you the tools to leverage relationships with current clients—and grow your business exponentially. Million Dollar Referrals reveals Alan Weiss's powerful system for cultivating relationships and generating more business than you ever thought possible. Learn how to: Build sincere, trusting relationships with current and past clients Tailor your referral requests to the personality of the client Identify opportunities to communicate the value of your services Stay in touch throughout the year—with everyone Build a repository of references, testimonials, and other referrals in writing (or on video)