TRIAD WEALTH SYSTEMS

Referral Guide

CLIENT______________________________ DATE_________

Strategies for Personal Wealth

TRIAD WEALTH SYSTEMS

Referral Guide

More than ever before, people are acutely aware of their need for sound financial counsel. Most people lack access to clear and accurate financial information, which may leave them frustrated and unable to reach their full financial potential.

Now that you have experienced my valuable financial service, you many find it enjoyable to share this efficient and productive system with others in your sphere of influence.

Many people you know will be pleased and grateful to you for endorsing my service and the TRIAD wealth building process. This guide will assist you in identifying individuals who are in the best position to benefit from my service.

I appreciate your business, loyalty and support. By working together, we can build a long-lasting and beneficial relationship.

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The Relationship Model

Personal	Family	Relatives	Friends
Social	Acquaintances	Neighbors	Social Contacts
Occupational	Key Business Relationships	Business Associates	Business Contacts

This Relationship Model is designed to assist you in the search and discovery of potential clients who may benefit most from my service. You probably know many individuals in each of the categories detailed in the Relationship Model who would be grateful for an introduction to the TRIAD wealth building process I have been using to assist you.

Personal Relationships

Family:

(F) Father	(M) Mother	(B) Brother	(S) Sister
(FIL) Father-in-Law	(MIL) Mother-in-Law	(BIL) Brother-in-Law	(SIL) Sister-in-Law
(A) Age	(OCC) Occupation	(MS) Marital Status	(CH) Children
(I) Annual Income	(RES) Residence	(EST) Estate Value	

Relatives:

- Executors, Guardians and Trustees may be relatives other than immediate family.
- Name alternates to be added to the Will.
- Are there relatives other than immediate family who may leave an inheritance, such as an aunt or uncle?
- How many other relatives are in line to receive an inheritance besides you?
- Are there other relatives who are financially successful with whom you have a strong relationship?

Friends:

- If it wasn't for family or relatives, what friends would you name as guardians or trustees?
- What friends do you rely upon or consult with for any financial advice?
- Do your friends ever advise you on investments? If yes, who are they?
- If you were to start an investment club, whom would you invite to join?

Social Relationships

Acquaintances:

- What hobbies do you have (such as golf, tennis, fishing, hunting, etc.)?
- What are your other interests (such as books, collections, travel, etc.)?
- With whom do you share your hobbies and interests?

Neighbors:

- Are there any neighbors with whom you socialize from time to time?

Social Contacts:

- To what organizations do you belong?
  - How often do they meet?
  - With whom do you meet?
  - What is your reason, purpose or function for being a member of this organization?
- To what charitable causes do you contribute?

Occupational Relationships

Key Business Relationships:

- To whom do you report?
- Is there anyone at work whom you rely upon or consult with for personal financial advice?
- Who best knows the group benefits your employer offers?
- Are seminars held at your firm on personal finance? Who should I call to establish such a program?

Business Associates:

- How many people are there in your department?
- How many people report to you? Who reports to you frequently?
- Who else has your type of job? Do you interact with them?

Business Contacts:

- Who do you interact with outside of your company on a regular basis while doing your job?
- Does your work include involvement in outside business relationships? If so, whom do you relate to in those interactions?

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Desired Client Description

Age	21-30 31-45 46-55 56-65 66+
Marital status	Single First Marriage Other
Age of Children	Under 18 Over 18
Occupation	Executive Professional Business Owner Educator Technical Other
Income	Under $50,000 $50,000-$75,000 $75,000-$125,000 $125,000-$250,000 $250,000-$500,000 +$500,000
Social Style	Analytical Driver Expressive Amiable
Education	High School Graduate Some College/University College/University Graduate Post Graduate
Residence	Single Family Dwelling Multiple Family Dwelling Condo Owner Renter

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Potential Clients

Date: ________________________ Client: ____________________________________

Note: This list is for our discussion and evaluation purposes only. Without your written permission, no one will be contacted expressing your personal endorsement of my services.

NAME	NOTES	(A B C D)

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Approved Client Referrals

NAME OF REFERRAL	ADDRESS	TELEPHONE
______________________	______________________	DAY ____________
	______________________	EVENING ____________
______________________	______________________	DAY ____________
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	______________________	EVENING ____________
______________________	______________________	DAY ____________
	______________________	EVENING ____________

I grant the undersigned Professional my expressed permission to contact the individuals listed above and give my approval for said representative to use my name in the initial contact, for the purpose of introducing them to the TRIAD Wealth System process. There is no contractual fee or financial obligation of any party to this Agreement.

SIGNATURE OF CLIENT	DATE	SIGNATURE OF TRIAD PROFESSIONAL	DATE
______________________	________	______________________	________

Notes

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