**INSTRUCTIONS:** Your goal is to have coffee (or similar) with 50 people and create your referral team. You may even make new friends or gain a business support team.

* **STEP 1:** Review the roles in the list below and add/change them to suit you - for example if there are more relevant or specific roles for your particular business niche!   
  Remember that your referrer 1) must come into contact with your ideal client, 2) Have some kind of relationship with them and 3) the clients of your referrer must have the resources to pay for your services - if your referrer's clients are cash-strapped they're less likely to want to pay for another service.
* **STEP 2:** Complete the names and details of people you already know, then plan to network / meet people to fill the other roles.
* **STEP 3:** Now go and have coffee! Learn your referrer's ideal client and write it in the table below. Then share your contact details, and what your ideal client looks like.

**TIPS:** 1) Give your referrer a taster of your service, or even swap "experiences"! 2) Hand out these forms and encourage your referrers to create their own referral teams!

**When do you aim to complete your "My 50" Referral Team by? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** (it's good to make this SMART - and have a goal date to aim towards)

| **Role/Business** | **Referrer Name** | **Referrer's Ideal Client** | **Referrer's Phone** | **Referrer Email** | **Coffee?** |
| --- | --- | --- | --- | --- | --- |
| 1. ***Accountant*** |  |  |  |  |  |
| 1. ***Acupuncturist*** |  |  |  |  |  |
| 1. ***Book-keeper*** |  |  |  |  |  |
| 1. ***Bookstore owner*** |  |  |  |  |  |
| 1. ***Career Consultant*** |  |  |  |  |  |
| 1. ***Caterer*** |  |  |  |  |  |
| 1. ***Childcare*** |  |  |  |  |  |
| 1. ***Chiropractor*** |  |  |  |  |  |
| 1. ***Cleaner*** |  |  |  |  |  |
| 1. ***Cosmetic Dentist*** |  |  |  |  |  |
| 1. ***Counsellor*** |  |  |  |  |  |
| 1. ***Dentist*** |  |  |  |  |  |
| 1. ***Dermatologist*** |  |  |  |  |  |
| 1. ***Doctor*** |  |  |  |  |  |
| 1. ***Dog walker/Pet sitter*** |  |  |  |  |  |
| 1. ***Life Coach*** |  |  |  |  |  |
| 1. ***Esthetician*** |  |  |  |  |  |
| 1. ***Event*/*Wedding Planner*** |  |  |  |  |  |
| 1. ***Financial Planner*** |  |  |  |  |  |
| 1. ***Florist*** |  |  |  |  |  |
| 1. ***Friend/Champion!*** |  |  |  |  |  |
| 1. ***Graphic Designer*** |  |  |  |  |  |
| 1. ***Hairdresser*** |  |  |  |  |  |
| 1. ***Headhunter*** |  |  |  |  |  |
| 1. ***Image Consultant*** |  |  |  |  |  |
| 1. ***Interior Designer*** |  |  |  |  |  |
| 1. ***Investment Advisor*** |  |  |  |  |  |
| 1. ***Jewelry Designer*** |  |  |  |  |  |
| 1. ***Journalist*** |  |  |  |  |  |
| 1. ***Lawyer*/*Solicitor*** |  |  |  |  |  |
| 1. ***Make-up Artist*** |  |  |  |  |  |
| 1. ***Massage Therapist*** |  |  |  |  |  |
| 1. ***Nurse*** |  |  |  |  |  |
| 1. ***Nutritionist*** |  |  |  |  |  |
| 1. ***Personal Shopper*** |  |  |  |  |  |
| 1. ***Personal Trainer*** |  |  |  |  |  |
| 1. ***Photographer*** |  |  |  |  |  |
| 1. ***Physiotherapist*** |  |  |  |  |  |
| 1. ***Professional Organizer*** |  |  |  |  |  |
| 1. ***Property Manager*** |  |  |  |  |  |
| 1. ***Psychic Reader*** |  |  |  |  |  |
| 1. ***Realtor*** |  |  |  |  |  |
| 1. ***Recruiter*** |  |  |  |  |  |
| 1. ***Reiki Practitioner*** |  |  |  |  |  |
| 1. ***Spa Owner*** |  |  |  |  |  |
| 1. ***Tailor/Seamstress*** |  |  |  |  |  |
| 1. ***Teacher*** |  |  |  |  |  |
| 1. ***Therapist - other*** |  |  |  |  |  |
| 1. ***Vet*** |  |  |  |  |  |
| 1. ***Virtual Assistant*** |  |  |  |  |  |

**Make notes about your ideal client here:**

*"The greatest amount of wasted time is the time not getting started."* ***Dawson Trotman***

**I hope this "My 50" Referral Team Exercise helps you build a network of people who refer potential clients & support you in growing your business!**

Did you know that at The Coaching Tools Company.com we have plenty more tools and resources for you to use with your clients, and to help grow your business?

* Save yourself time, effort and find the perfect coaching exercises and resources.
* Boost your confidence in sessions and hold awesome workshops and teleseminars!
* Great homework ideas to keep clients in a coaching frame of mind.
* Brandable, Microsoft Word documents - delivered instantly!
* Also available in helpful toolkits.

**Here are some things to do if you liked this "My 50" Referral Team Exercise:**

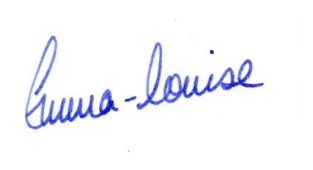
* If you haven't already, [**Sign up for our newsletter**](https://www.thecoachingtoolscompany.com/launchpad-newsletter-sign-up/) to get **one free coaching resource a month** which startswith the "549 Powerful Coaching Questions" eBook.
* Say hello on our [**Facebook Page**](https://www.facebook.com/CoachingTools/) or follow us on [**LinkedIn**](https://www.linkedin.com/in/emmalouiseelsey/), [**Pinterest**](https://www.linkedin.com/in/emmalouiseelsey/) or [**Instagram**](https://www.instagram.com/coachingtools/).

**You may also find these tools interesting:**

* Beautiful, Ready-to-use, Brandable[**Social Media Graphics in a Box**](https://www.thecoachingtoolscompany.com/coaching-tools-catalogue/?fwp_product_type=social-media-for-coaches)
* [**(FREE) Wheel of Life Template with Instructions**](https://www.thecoachingtoolscompany.com/products/wheel-of-life-coaching-tool/) (give your referrers a taste of coaching!)
* [**(FREE) Business Tolerations**](https://www.thecoachingtoolscompany.com/products/business-coaching-tool-tolerations/) (another idea to give your referrers a taste of coaching!)

**You may also like these articles:**

1. [**5 Things to Know About Sample Sessions & One Way to Get Better at Them**](https://www.thecoachingtoolscompany.com/5-things-to-know-about-sample-sessions-one-way-to-get-more-clients/)
2. [**How to Create an Active Facebook Group & Learning Community**](https://www.thecoachingtoolscompany.com/5-easy-ways-create-active-facebook-group-learning-community-by-eileen-mcgurty/)
3. [**Why Your Brand is so Important & 7 (Free) Ways to Build Your Coaching Brand Online!**](https://www.thecoachingtoolscompany.com/why-your-brand-is-so-important-7-free-ways-to-build-your-brand-online/)

****Thank-you! And if you have any ideas, suggestions, great questions to add or comments - we'd love to hear from you.

Warmly,

**©** 2017 Simplicity Life Coaching Ltd.

****

**About the author:** Emma-Louise Elsey is the CEO of Simplicity Life Coaching Ltd. (The Coaching Tools Company.com is a division of Simplicity Life Coaching Ltd.) She is a certified Life Coach, NLP practitioner and recovering perfectionist who loves questions, quotes, creating coaching tools and writing. Since qualifying as a coach in 2004 she has worked with many successful professionals and business owners.

For inspiration and to help you with your businesses, there are many more **Free Coaching Tools & Templates** at **The Coaching Tools Company.com** includingcoaching questions, coaching exercises, business admin templates for new coaches and forms to help with your workshops.