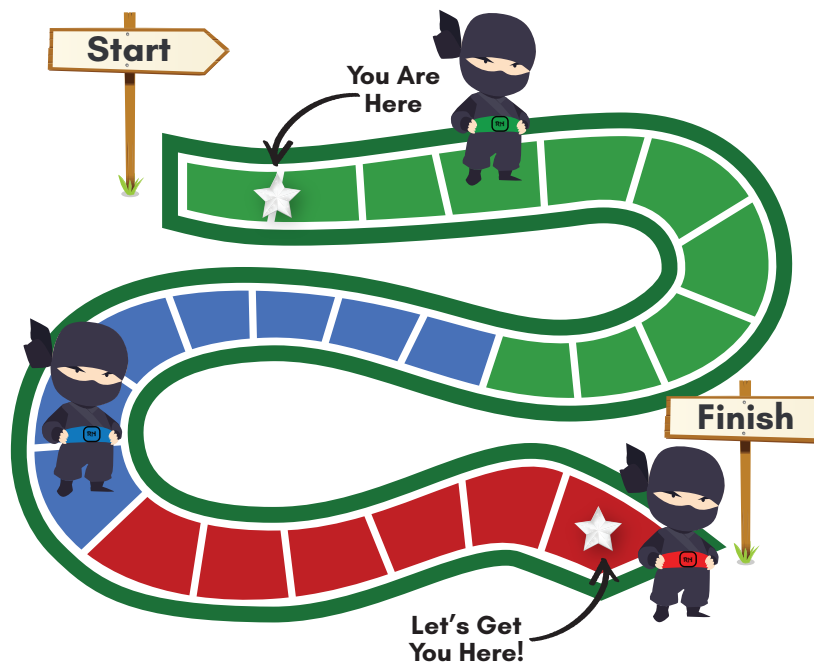


## Welcome Referral Ninja Beginner!



You are starting your journey as a Referral Ninja Beginner, but you will not stay a Beginner! There is a roadmap to follow to guide you to become a Referral Ninja Master. But you have to be willing to follow it! Are you?

### What's the difference between the levels?

#### *Beginner*

- Questioning mindset of referrals without asking or deserve-ability of referrals
- Unsure of definitions and cast of characters
- No process in place to generate referrals
- Inconsistent, sporadic or no referrals received

#### *In Training*

- Positive mindset of ability and deserve-ability of referrals without asking
- Proper thank you process in place
- Referral generating plan in place with consistent executing
- Beginning of consistent referrals received

#### *Master*

- Rock solid belief of ability and deserve-ability of referrals w/out asking
- Healthy or increasing number of active referral sources
- Continuous – yearly – execution on referral generating plan
- Hitting your referral explosion number (# of referrals received consistently)

I can't wait to help you move from Beginner to a Master.  
Keep an eye on your inbox for resources and support so you can level up!