NEW AGENT 365

REFERRAL TRACKER

PROUDLY CREATED BY INDUSTRY EXPERTS
NA365

NAME	PERSON REFERRED	DATE REFERRED	#1 THANK YOU	FOLLOW UP THANK YOU	CLOSED THANK YOU
John Smith	Jane Smith	04/03/2020	✔		
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#1 THANK YOU A thank you note sent to the referral source the second you get the referral expressing gratitude.

FOLLOW UP THANK YOU A thank you note sent to the referral source when their referral is under contract

CLOSED THANK YOU A thank you/gift of gratitude updating the areferral source that the transaction closed.