
Cold Calling Seven Powerful Prospecting Strategies

Smart Prospecting That Works Every Time!: Win More Clients with Fewer Cold Calls

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Building an Empire (Next Level Edition)
Smart Calling
The Book of Yes

*Cold Calling
Seven Powerful
Prospecting
Strategies* *Downloaded
from
ftp.wtvq.com by
guest*

ANGIE MICAELA

**Smart Prospecting
That Works Every
Time!: Win More
Clients with Fewer Cold
Calls** Marshall Cavendish
International Asia Pte Ltd
Ditch the failed sales
tactics, fill your pipeline,
and crush your number

Fanatical Prospecting gives salespeople, sales leaders, entrepreneurs, and executives a practical, eye-opening guide that clearly explains the why and how behind the most important activity in sales and business development—prospecting. The brutal fact is the number one reason for failure in sales is an

empty pipe and the root cause of an empty pipeline is the failure to consistently prospect. By ignoring the muscle of prospecting, many otherwise competent salespeople and sales organizations consistently underperform. Step by step, Jeb Blount outlines his innovative approach to prospecting that works for real people, in the real

world, with real prospects. Learn how to keep the pipeline full of qualified opportunities and avoid debilitating sales slumps by leveraging a balanced prospecting methodology across multiple prospecting channels. This book reveals the secrets, techniques, and tips of top earners. You'll learn: Why the 30-Day Rule is critical for keeping the pipeline full Why understanding the Law of Replacement is the key to avoiding sales slumps How to leverage the Law of Familiarity to reduce

prospecting friction and avoid rejection The 5 C's of Social Selling and how to use them to get prospects to call you How to use the simple 5 Step Telephone Framework to get more appointments fast How to double call backs with a powerful voice mail technique How to leverage the powerful 4 Step Email Prospecting Framework to create emails that compel prospects to respond How to get text working for you with the 7 Step Text Message Prospecting Framework And there is

so much more! Fanatical Prospecting is filled with the high-powered strategies, techniques, and tools you need to fill your pipeline with high quality opportunities. In the most comprehensive book ever written about sales prospecting, Jeb Blount reveals the real secret to improving sales productivity and growing your income fast. You'll gain the power to blow through resistance and objections, gain more appointments, start more sales conversations, and close more sales. Break

free from the fear and frustration that is holding you and your team back from effective and consistent prospecting. It's time to get off the feast or famine sales roller-coaster for good! *Power Phone Scripts* John Wiley & Sons
Praise for SMART CALLING
"Finally, a sales book that makes sense! As a master sales trainer, Art nailed—no, obliterated—the number one fear of selling in this great book: cold calling! Let him teach you to stop cold calling and start

Smart Calling!"—LARRY WINGET, television personality and New York Times bestselling author
"Smart Calling is the benchmark as the highest professional standard for effective cold calling. Take the initiative to read and implement Art's rational principles and you will sell much more and develop a prospect base of potential customers who will call you when they are ready to purchase or graciously take your future calls. This is THE BEST sales text I have read in the past

twenty years."—REX CASWELL, PhD, VP, LexisNexis Telephone Sales
"You get only one chance to make the right impression in sales. If a top prospect gets a hundred calls a week, you want to be the one he remembers and buys from. Art's proven methods create a unique brand for you and position your offering as the best option. Art's advice isn't just smart, it's priceless."—BOB SILVY, VP, Corporate Marketing, American City Business Journals
"Smart Calling

effectively enables inside sales reps and organizations to accomplish a top priority—acquiring new customers. Art's pragmatic and actionable techniques will increase productivity, success, and professional satisfaction."—BILL McALISTER, SVP, Inside Sales, McAfee "A must-read, must-own book for anyone who wants to increase their sales right away with less effort and more fun. I'm so sure this book is a winner for anyone who needs to call

prospects that I'll personally assure you that your results will increase noticeably after reading it, or I'll send you your money back."—MIKE FAITH, CEO & President, Headsets.com, Inc. "If you need to make a first call to anyone, for whatever reason, this book is for you. More than common sense, it's a real-world, no-fluff, simple approach that anyone can use to be successful."—DARCI MAENPA, President, West Coast Chapter, American Teleservices Association; Director, Member

Support, Toastmasters International
One Call Closing SBR Worldwide, LLC
 Cold calling – making contact with strangers – is the biggest fear confronting businesspeople, especially those who work in sales and marketing. “Put me in front of a customer and I can persuade them to buy anything ... just don't ask me to cold call!!” Yet cold calling is unavoidable and something which has to be done (and not just in sales and marketing) if you are to sell and make

people aware of your business. This book, based on a very successful course given to thousands of people, shows the art and science of making first contact with complete strangers. The secret is in the preparation and approach, rather than having the gift of the gab, that will enable even yellow-bellied chickens to make that call with confidence. 10 reasons you must buy this book and start winning new customers tomorrow! 1. It is written by somebody

who does it successfully every week. 2. Cold calling is fun, and much, much easier than you think. 3. Cold calling is 10 times more effective and less costly than “networking parties,” website promotion or advertising. 4. 95% of your competitors are too scared to do it. That means there’s a lot of business out there waiting for you. 5. The only people who tell you that cold calling doesn’t work are those too scared to do it themselves. 6. You actually overcome your

fear by becoming an even bigger “chicken.” 7. “No’s” are not bad things. Go for more “no’s.” Two is not enough – success usually comes on the sixth attempt. 8. Seven simple questions will usually get you to a “yes.” 9. The 5% of sellers who do it properly are taking 85% of the new business in your market. By using the material in this book you will make sure you join the few. 10. “Build a better mousetrap and the world will beat a path to your door”? The biggest lie in business! Your

market is now too crowded with businesses that look just like yours (however much you kid yourself). So if not cold calling, how are you going to find new customers? [Facsimile reprint edition] *High-Profit Prospecting* Sourcebooks, Inc. The New Psychology of Selling The sales profession is in the midst of a perfect storm. Buyers have more power—more information, more at stake, and more control over the sales process—than any time in history. Technology is

bringing disruptive change at an ever-increasing pace, creating fear and uncertainty that leaves buyers clinging to the status quo. Deteriorating attention spans have made it difficult to get buyers to sit still long enough to “challenge,” “teach,” “help,” give “insight,” or sell “value.” And a relentless onslaught of “me-too” competitors have made differentiating on the attributes of products, services, or even price more difficult than ever. Legions of

salespeople and their leaders are coming face to face with a cold hard truth: what once gave salespeople a competitive edge—controlling the sales process, command of product knowledge, an arsenal of technology, and a great pitch—are no longer guarantees of success. Yet this is where the vast majority of the roughly \$20 billion spent each year on sales training goes. It’s no wonder many companies are seeing 50 percent or more of their salespeople miss quota. Yet, in this

new paradigm, an elite group of top 1 percent sales professionals are crushing it. In our age of technology where information is ubiquitous and buyer attention spans are fleeting, these superstars have learned how to leverage a new psychology of selling—Sales EQ—to keep prospects engaged, create true competitive differentiation, as well as shape and influence buying decisions. These top earners are acutely aware that the experience of buying from them is far

more important than products, prices, features, and solutions. In Sales EQ, Jeb Blount takes you on an unprecedented journey into the behaviors, techniques, and secrets of the highest earning salespeople in every industry and field. You'll learn: How to answer the 5 Most Important Questions in Sales to make it virtually impossible for prospects to say no How to master 7 People Principles that will give you the power to influence anyone to do almost anything How to

shape and align the 3 Processes of Sales to lock out competitors and shorten the sales cycle How to Flip the Buyer Script to gain complete control of the sales conversation How to Disrupt Expectations to pull buyers towards you, direct their attention, and keep them engaged How to leverage Non-Complementary Behavior to eliminate resistance, conflict, and objections How to employ the Bridge Technique to gain the micro-commitments and next steps you need to

keep your deals from stalling How to tame Irrational Buyers, shake them out of their comfort zone, and shape the decision making process How to measure and increase you own Sales EQ using the 15 Sales Specific Emotional Intelligence Markers And so much more! Sales EQ begins where The Challenger Sale, Strategic Selling, and Spin Selling leave off. It addresses the human relationship gap in the modern sales process at a time when sales organizations are failing

because many salespeople have never been taught the human skills required to effectively engage buyers at the emotional level. Jeb Blount makes a compelling case that sales specific emotional intelligence (Sales EQ) is more essential to success than education, experience, industry awareness, product knowledge, skills, or raw IQ; and, sales professionals who invest in developing and improving Sales EQ gain a decisive competitive

advantage in the hyper-competitive global marketplace. Sales EQ arms salespeople and sales leaders with the tools to identify their most important sales specific emotional intelligence developmental needs along with strategies, techniques, and frameworks for reaching ultra-high performance and earnings, regardless of sales process, industry, deal complexity, role (inside or outside), product or service (B2B or B2C).

Summary & Analysis of

Fanatical Prospecting

HarperCollins Leadership
For one of the fastest growing segments of the sales profession, this second edition is welcome. Offering hundreds of new ways to break the ice and complete a sale, it also gives classic tools from the first edition, proven by sales reps and managers. "Ideal for new and veteran sales reps alike, here is the perfect primer for a tough, rewarding job".-- The Wall Street Journal.
[Red-Hot Cold Call Selling](#)
Independently Published

Praise for stop acting like a seller and Start Thinking Like a Buyer "Stop Acting Like a Seller and Start Thinking Like a Buyer is a book that teaches you emphatically that 'words matter.' If you want to set yourself apart from others, whether you're selling a product or a concept, this is a book to read. Not only will you learn how to prepare for sales success, you will learn how to be far more effective by thinking like a buyer." —Theresa Martinez, Brand Director, Roche Laboratories "This

book shares a great commonsense approach to developing a new sales attitude and mindset that will work no matter what you're selling. Jerry has successfully articulated a powerful and unique formula for sales greatness." —Duggar Baucom, head basketball coach, Virginia Military Institute "This is a book for people who truly want to have incredible success in sales. Thinking like a buyer is the most powerful way to help customers and prospects think differently about you

and your product. This book shows you exactly how to make that happen in a step-by-step way. If you want to learn how to guarantee your success in selling or influencing, this is a book you must read." —Dan C. Weilbaker, PhD, McKesson Professor of Sales, Northern Illinois University "A mind shift takes place when you read Acuff's book and realize 'it's all about them.' The book helps you understand human psychology and behavior and gives you the practical tips,

encouragement, and examples to help you stand out and be valued by your customers regardless of what you're selling." —Charlene Prounis, Managing Partner, Flashpoint Medica *Tech-Powered Sales* John Wiley & Sons "Cold calling is the lowest percentage of sales call success. If you invest the same amount of time in reading this book as you do in cold calling, your success percentage and your income will skyrocket."- Jeffrey Gitomer, Author, Little

Red Book of Selling "You can never get enough of a good thing! Read this book and USE its contents!"- Anthony Parinello, Author, *Selling to Vito and Stop Cold Calling Forever* Salespeople everywhere are learning the hard way that cold calling doesn't work anymore. Yet, millions of salespeople are stuck in the past, using twentieth-century sales techniques to try to lure twenty-first century customers. There has to be an easier way to find prospects - and there is.

Today's most successful salespeople are using modern technology to bring prospects to them, rather than fishing for prospects over the phone or knocking on doors. *Never Cold Call Again* offers practical, step-by-step alternatives to traditional cold calling for salespeople, small business owners, and independent professionals who are actively building a client base. The Information Age presents endless opportunities for finding leads without cold calling. In fact, Frank

Rumbauskas's system brings prospects to the salesperson, rather than the other way around. Readers will find unbeatable sales advice on effective self-promotion, generating endless leads, how to win prospects using e-mail, prospecting on the Web, networking, developing effective proposals, and much more. Frank J. Rumbauskas Jr. (Phoenix, AZ) provides marketing consultation and coaching services to firms who wish to provide qualified leads to their sales force rather

than have them spend productive work time cold calling. He is the author of the self-published hit *Cold Calling Is a Waste of Time* (0-9765163-0-6).

Cold Calling for Chickens Simon and Schuster

This book is absolutely a "must" read for any sales professional or manager. This book gives a path to *Prospecting Nirvana*. It is simple yet very powerful and is brutally honest about why *Prospecting* is such a massive problem in the sales profession. This book helps capture

the attention of potential clients and convert them to customers. Power Prospecting uses simple but powerful techniques to view cold calling and prospect differently, an exciting way!

Seven Figure Cold Calling
 CreateSpace
 Fill Your Funnel or Sales Pipeline & Generate Leads
 Using LinkedIn Improve your LinkedIn marketing & learn how to generate leads using LinkedIn TODAY. Struggling with sales prospecting and generating b2b leads on LinkedIn? I don't suppose

you know anyone who is:
 Frustrated by a lack of a full, half-full or partially filled sales pipeline?
 Perplexed by a lack of visitors or engagement to their linkedin profile?
 Struggling to prove to themselves that their linkedin marketing strategy is working?
 Under pressure to generate better quality leads & win more sales on LinkedIn? Now do you think they'd be interested in a sales and selling system that involves: NO Cold calling or telecanvassing by phone

NO Investing in expensive traffic NO Paid Advertising or Pay Per Click Advertising NO Printing or mailing costs Do you think they'd be interested if this powerful system could be replicated, duplicated and implemented by each member of the sales team to create, engage and foster new business relationships on a daily basis - resulting in more leads & sales on LinkedIn? If you answered YES to any of the above questions, then
DOWNLOAD THIS BOOK TODAY In Pipeline: The

Sales Prospecting System, you will learn: 29 questions you must answer before you doing any sales prospecting online The 7 fundamental principles for filling your sales pipeline and why they work 30 reasons why people WILL want to connect with you & enter your sales funnel 7 reasons why suspects are not engaging with you and what to do about it 10 common sales prospecting mistakes sales people make and how to avoid them 11 Ways to fill your sales

funnel with magnetic prospecting How to automate your sales prospecting by pulling suspects & prospects to you A no cost, high converting referral marketing tactic that works online and offline How to lower your cost per lead, cost per sale & increase the life time value of clients How to improve your sales management with a powerful new, effective sales strategy 20 fill-in-the-blank sales prospecting templates for you to test & prove that

they work How the author pulled 250,000 people to him via the web without spending a penny How to reach up to 813,000 targeted sales prospects with the click of a button and much, much more... How much would 1, 10 or 30 NEW sales be worth to you...? (and the ability to generate more for whatever you choose to sell in the future?) ...and what if you could repeat the same process every day on LinkedIn.com? How much would that be worth? Don't just think about it. Take action &

start filling your sales pipeline on LinkedIn today. Download 'Pipeline: The Sales Prospecting System' NOW (before your competitors do.)

Sales EQ Independently Published

Presents advice on using Internet searching to perform successful telephone sales.

7 Steps to Sales Scripts for B2B Appointment Setting Newmark Press

Does this sound familiar? "If I could get in front of the prospect, the rest of the selling process becomes easier. It's just

getting in front of them that's the challenge." The fact is most cold calling efforts are doomed from the start. Salespeople lose sales not due to a lack of effort, but because they lack a prospecting system they are comfortable with and can trust to generate greater, consistent results. If you are prospecting the same way you have been for the last several years (including the "calling to check in, touch base or follow-up" approach) or haven't been prospecting at all, you're simply making it easier for

your competition to take away the new business you are working so hard to earn. So, if you love to sell but hate (or don't like) to prospect, this book is your opportunity to maximize your cold calling potential and boost your income by learning how to get in front of the right prospects in less time and create greater selling opportunities without the fear, pressure or anxiety associated with cold calling. This Complete Idiot's Guide® will show you how to:

- Utilize the seven steps to

a permission-based cold calling conversation so that you don't have to push your presentation and hope there's a fit. • Create winning voice mail messages that will ensure more return calls. • Develop your MVP (Most Valuable Proposition) that separates you from your competition. • Craft the Compelling Reasons that would motivate a prospect to speak with you. • Prevent and defuse initial objections, such as "I'm not interested," "We don't have any money now," or "Call me back

later." • Design your own step-by-step prospecting and follow-up system that runs on autopilot and is aligned with your selling philosophy, strengths, objectives, and natural talents rather than taking the generic, "one size fits all" approach. • Develop the right questions and uncover new selling opportunities in seconds so that you can stop wasting precious time on the wrong prospects. [Cold Calling Techniques \(4th\)](#) Greenleaf Book Group
Another knockout in the

grand tradition of "Knock Your Socks Off Service"! [Fanatical Prospecting](#) John Wiley & Sons
Whether it's a global pandemic, an economic downturn, tough times for your company or just a personal slump for you, it's important not to panic. Instead, reflect on what got you here, what was in your control, what wasn't, and what you can control moving forward to get out of it. I put this guide together to highlight and remind you of the fundamentals that are necessary in times like

those. Interestingly enough, these are the same principles that will help you succeed in any climate at any time. Consider this a reference to ground you during those times, and a roadmap for the best way to sell during challenging seasons. I've experienced dips in my career, and these are the strategies that helped me get through those ruts and beyond them.

Rethink The Way You Sell
AMACOM

Cold calling is one of the most awkward -- and

unsuccessful -- ways to obtain clients in business. Now Joanne S. Black shares her proven 5-step Referral Selling system, so no businessperson ever has to make a cold call again. In this unique and practical guide, Black offers a tutorial on how to differentiate your business from your competitors, make favorable impressions on current clients so they'll refer their acquaintances, and set a "hook" that will leave them wanting more. **NO MORE COLD CALLING** provides selling scripts,

presentation techniques, troubleshooting advice, and a host of helpful insights to increase any sales force's productivity.

Fanatical Prospecting

John Wiley & Sons

Brian Carruthers has built one of the largest, most profitable downline teams in all of network marketing in the last decade. His success system helped his team grow to more than 350,000 distributors, including countless stories of lives being changed for the better by the incomes generated. Beyond the

surface success of gaining wealth and living the dream lifestyle as an eight-figure income earner, Brian's alignment of personal goals with a greater purpose of helping to change lives has fueled his passion for this profession. Brian pours nearly 20 years of knowledge, experience, and wisdom from being in the field working with thousands of distributors into this groundbreaking book. Use it as your comprehensive manual/guidebook and you will save yourself

from going down the wrong paths, avoid the pitfalls that stop many networkers in their journeys, and cut years off your learning curve. Applying the wisdom from this book will make you more effective, more profitable, and you will have more fun on your rise to the top while you are Building Your Empire! *Reverse Selling* McGraw Hill Professional
PLEASE NOTE: This is a summary and analysis of the book and not the original book. If you'd like to purchase the original

book, please paste this link in your browser: <https://amzn.to/2IA5nRG>
Fanatical Prospecting is one of the best-selling sales books of all time. Blount's wisdom and experience will help you close more deals and keep your pipeline flowing! What does this ZIP Reads Summary Include? Synopsis of the original bookChapter-by-Chapter SummariesKey Takeaways from each chapterActionable steps to keep your pipeline fullTips and tricks and things to avoidSpecific

advice on email, texting, and cold-calling leads

Editorial Review Background on the author About the Original Book: Fanatical Prospecting is a brief but powerful wake-up call to any salesperson or team leader. It tackles the concept of prospecting from the perspective of a salesperson, sales manager and prospect. Jeb Blount expertly addresses both the person and the techniques. He gives excellent tips and suggests proven solutions

to anyone who seeks to improve the efficiency and effectiveness of their prospecting endeavors and fill their sales pipeline indefinitely. **DISCLAIMER:** This book is intended as a companion to, not a replacement for, Fanatical Prospecting. ZIP Reads is wholly responsible for this content and is not associated with the original author in any way.

Successful Cold Call Selling AMACOM John Rosso's book shares thirty core principles for mastering stress-free lead

development by phone and over the Internet, in accordance with the selling system developed by David Sandler.

[Stop Acting Like a Seller and Start Thinking Like a Buyer](#) AMACOM Start closing sales like top producers! Have you ever found yourself at a loss for what to say when the gatekeeper asks you what your call is about? Have your palms ever sweated when the decision maker shuts you down with: "I wouldn't be interested"? Has your heart taken a fast dive into your

stomach when, at the start of your presentation, your prospect tells you that they've thought about it and are just going to pass? If you're in sales, then the question isn't "Have you ever felt this way?", but rather, "How often do you feel this way? Are you finally ready to learn how to confidently and effectively overcome these objections, stalls, and blow-offs? If so, Power Phone Scripts was written for you! Unlike other books on sales that tell you what you should do

(like build value - hard to do when the prospect is hanging up on you!), Power Phone Scripts provides word-for-word scripts, phrases, questions, and comebacks that you can use on your very next call. Learn to overcome resistance, get through to the decision maker, and then, once you have him or her on the phone, make an instant connection and earn the right to have a meaningful conversation. You'll be equipped with proven questions, conversation starters, and

techniques to learn whether or not they are even right for your product or service, and, if they aren't, who else in their company or another department might be. Power Phone Scripts is the sales manual you've been looking for: over 500 proven, current, and non-salesy phrases, rebuttals, questions, and conversation openers that will instantly make you sound more confident - just like the top producing sales pros do right now. Gone will be your call reluctance; gone will be

your fear of calling prospects back for presentations and demos; gone will be the fear of asking for the sale at the end of your pitch! This practical guide is filled with effective scripts for prospecting, emailing, voice mails, closes, and tons of rebuttals to recurring objections you get like: "It costs too much" "We already have a vendor for that" "I'm going to need to think about it" "I need to talk to the boss or committee" and so many others... More than just phone

scripts, this book provides practical, comprehensive guidance that every inside sales rep needs. Conquer concerns, provide answers, motivate action, and be the conduit between your prospect's problems and your solution. Actionable, fun, and designed to work within the current sales environment, this invaluable guide is your ticket to the top of the leader board. With Power Phone Scripts, you will never be at a loss of what to say to a prospect or client. Communication is

everything in sales, and being on top of your game is no longer enough when top producers are playing a different game altogether. You cannot achieve winning stats if you're not even on the field. If you're ready to join the big league, Power Phone Scripts is the playbook you need to win at inside sales. *Eliminate Your Competition Business Plus* This guidebook is a vital resource for all sales professionals, brimming with field-proven techniques that work in

any industry. Completely revised with fresh examples and all new chapters, the second edition of Red-Hot Cold Call Selling reveals the secrets, strategies, and tips you can use to elevate your prospecting skills and take their sales into the stratosphere. You will learn how you can: define and target your ideal market -- and stop squandering time, energy, and money on unfocused prospecting develop a personalized script utilizing all the elements of a successful cold call

get valuable information from assistants -- and then get past them view voice mail not as a frustrating barrier, but as a unique opportunity Red-Hot Cold Call Selling includes new information on using the Internet for research and prospecting; cold-calling internationally; using e-mail instead of calling; and much more.

Prospecting 101

Penguin

All prospects lie, all the time. Never ask for the order. Get an I.O.U. for everything you do. Don't

spill your candy in the lobby. Until now, these unique rules (and 45 more) were given out only to Sandler Training clients in special seminars and private coaching. After three decades of proven success, the secrets are out in "The Sandler Rules". And when salespeople know the rules, they get results. Early in his sales career, David Sandler observed that some salespeople work hard and struggle for every deal, while others consistently, and almost effortlessly, uncover new

opportunities and close sales. Why is it, he wondered, that two salespeople selling the same product in the same market can have such different results? Are great salespeople born with a special gift -- perhaps the right personality? Were they better educated? Did they have more experience?

Were they just lucky to find themselves in the right places at the right times with the right people? No, they simply understood human relationships. Using Eric Berne's Transactional Analysis, Sandler devised a selling system and distilled forty-nine unforgettable rules that

are frank, sometimes fun, and always easy to put to use. Sandler Training CEO David Mattson, coauthor of "Five Minutes with VITO", delivers this fresh and often funny guidebook, filled with real-world tactics for successful prospecting, qualifying, deal-making, closing, and referral generation.