

**TRIAD**  **WEALTH SYSTEMS**

*Referral Guide*

CLIENT \_\_\_\_\_ DATE \_\_\_\_\_

*Strategies for Personal Wealth*



## *Referral Guide*

More than ever before, people are acutely aware of their need for sound financial strategies. 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 our valuable financial service, you may 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 our services and the TRIAD wealth building process. This guide will assist you in identifying individuals who are in the best position to benefit from our services.

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

## *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?

## *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





# TRIAD WEALTH SYSTEMS

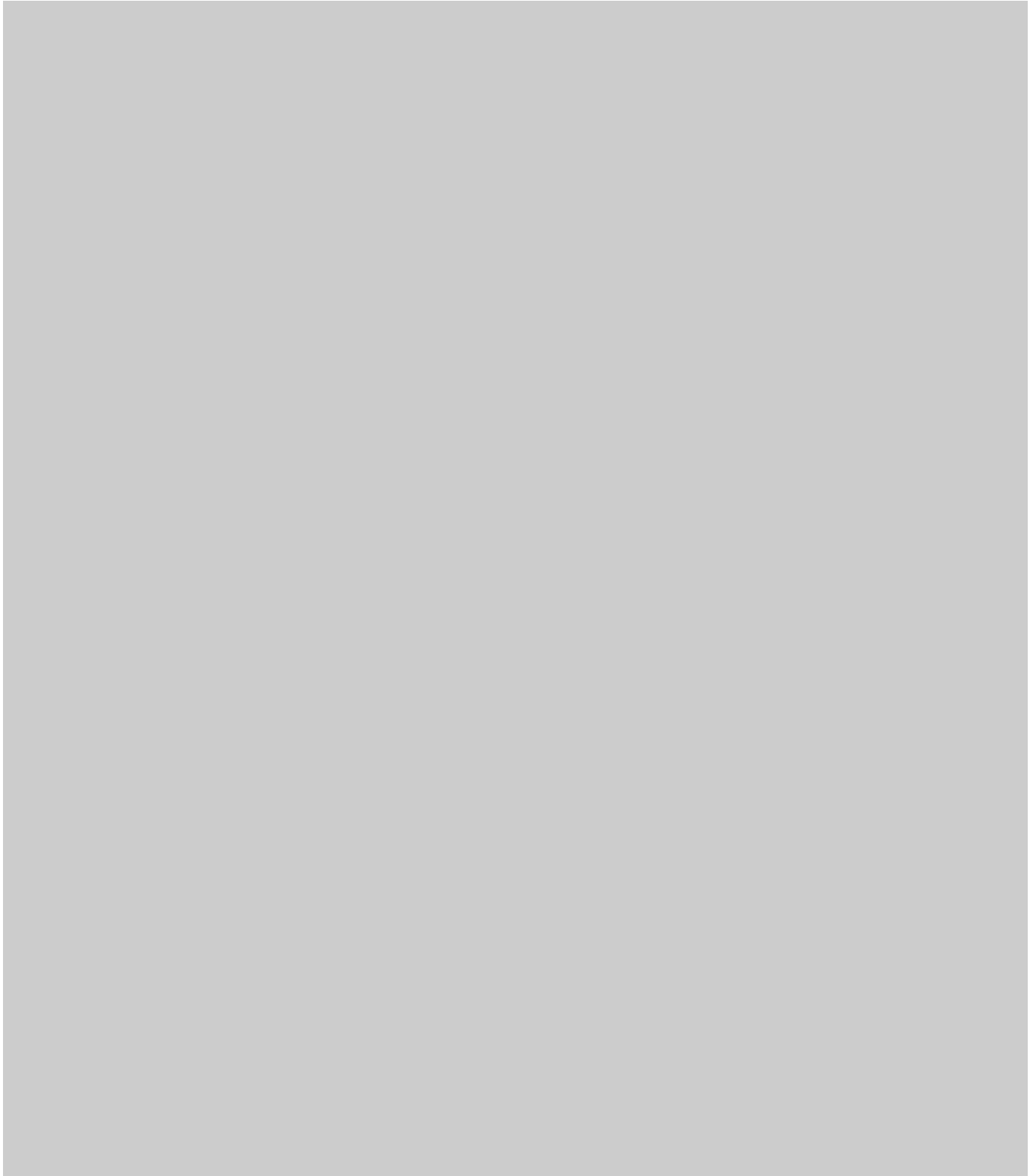
## *Approved Client Referrals*

NAME OF REFERRAL	ADDRESS	TELEPHONE
_____	_____	DAY _____
	_____	EVENING _____
_____	_____	DAY _____
	_____	EVENING _____
_____	_____	DAY _____
	_____	EVENING _____
_____	_____	DAY _____
	_____	EVENING _____
_____	_____	DAY _____
	_____	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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