Referrals

Power Line	Importance Level (1-10)	Effectiveness Level (1-10)	Power Gap (1-10)
Focus Area Score			0
Past Customers			0
Neighbors			0
Other Referral Agents			0
Family and Friends			0
Chambers/Nest			0
Referral Letter			0
Referral Presentation			0
Postcards to Mailing list			0
			0
			0
			0
			0
			0
			0
			0
			0
			0
			0
			0
			0