

REFERRAL RUSH WEEK

COMPILE YOUR CALL LIST

You can start creating your list when it's convenient – all at once or over a period of time. Take a look at our **tips for developing your list**.

SHARE YOUR CALL LIST WITH THE HBA

Help us keep track of our impact! **Email your list (in any format) to the HBA**. Determine who is able to participate on your office team.

START MAKING CALLS

View the **script & talking points** provided. Encourage prospective members to attend Power Hour on May 8. **Check out our resources!**

SHARE YOUR RESULTS

Keep us posted so we can track your progress for rewards! For each prospect interested in joining the HBA, **complete the online form**.

ATTEND IN-PERSON CALL-A-THON

Come to the HBA office on **May 8** for additional fun and prizes! This is a great time to remind prospects to attend Power Hour (*that evening*).

ATTEND POWER HOUR & WELCOME YOUR GUESTS

Let's show our potential new members one of our best member events – **Power Hour!** Be there to introduce your guests to others.

SEAL THE DEAL!

Finalize membership commitments for your prospects. Prospects must **complete the application process by June 4** to count toward **overall** event prize eligibility.

Find all this and MORE at
<https://hbaspringfield.com/membership-referrals/>