

REFERRAL RUSH

TALKING POINTS

9 QUESTIONS TO FIND YOUR SALES PITCH



Have you received calls from prospective customers/clients who found you on through the HBA?

Do you find value in the membership events such as Power Hour?

Have you reached a larger market through advertising with the HBA?

Have you acquired any major jobs or projects or sales after participating as a vendor in the Home Show?

Have you received support from the HBA staff that has helped you in your business?

Have you received support from fellow HBA members in your industry?

Have you attended any educational events through the HBA that helped you with your business?

Does your HBA membership give your business credibility?

Have you taken advantage of discount opportunities through your membership?

Visit the website below for more HBA referral resources.

[HTTPS://HBASPRINGFIELD.COM/MEMBERSHIP-REFERRALS/](https://hbaspringfield.com/membership-referrals/)