

Here is my *Item of Value* for you!



10 "Pop-by" ideas:

Candy with a heart cookie cutter (Use this anytime of year!):

- 1 "Referrals are at the heart of my business!"
- 2 "Not your average cookie cutter agent!"

Lottery ticket:

- 3 "May the Luck of the Irish be with you."

Book light or flashlight:

- 4 "You are the light that makes us shine. Thank you for your business and your referrals."

Vanilla nut and crème coffee

- 5 "You and your referrals are the crème of my business."

Hot sauce, a spice or a spice packet

- 6 "You and your referrals really 'SPICE' up my business."

Potato scrubber:

- 7 "Here's a little SCRUB for all your SPUDS! Don't refer us any DUDS, just all your best BUDS!"

Season's Best Cookbook from Pampered Chef (about \$1 each):

- 8 "Your referrals are the main ingredient in our recipe for success!"

Tape measure:

- 9 "I am always eager to provide the highest 'MEASURE' of service to you and your referrals."
- 10 "No matter how you measure it... I'll help with even the smallest of details."