

Who to Network With

Map your referral ecosystem and grow your practice community

1 Who would be relieved to refer to you?

(you're making their job easier)

1. _____
2. _____
3. _____
4. _____
5. _____

2 Who works with an aligned population?

(their clients need additional services)

1. _____
2. _____
3. _____
4. _____
5. _____

3 Who works with the same population?

(other therapists who may get/be full)

1. _____
2. _____
3. _____
4. _____
5. _____

4 Who are your collaborators?

(who will you refer clients to — may overlap)

1. _____
2. _____
3. _____
4. _____
5. _____

5 Who's a natural referral partner?

(they do different work with your clients)

1. _____
2. _____
3. _____
4. _____
5. _____

6 Who do your ideal clients go to first?

(their supporters who may suggest therapy)

1. _____
2. _____
3. _____
4. _____
5. _____