**How to Get More Clients Fast**

If you’re a service provider or coach, you may be looking to grow your business quickly. After all, the fuller your schedule, the more you can be sure you’re financially secure. To get more clients fast, there are three sure-fire ways to go about it.

**Referral System**

Referrals are when someone, generally a happy client, tells another person about your business. As a service provider or coach you can have an informal referral program or a formal one.

An informal referral program is pretty easy. You simply ask your current customers if they know of anyone who could benefit from your services. They may send people your direction or give you a few names to contact. Many businesses grow this way.

A formal referral program is a reward-based program. Anyone who refers a new customer to you would receive a reward. The reward could be a discount on your services or it could be a freebie.

For example, if you’re a writer you might offer anyone who refers new clients to you a free ten-page report or $25 off their next order. A formal referral program requires that people sign up for the program. You might send a monthly newsletter to members to remind or motivate them to refer new clients.

Regardless of the system you choose, referrals work quite well to get more clients fast because they’re coming from a trusted source.

If you ask someone where to go to eat and they tell you the name of a restaurant they like, you’re more likely to go there than to an unfamiliar place because it’s been recommended to you. You trust the information.

**Affiliates**

The second way to get more clients fast is to start an affiliate program. Affiliates are people who agree to promote your services in exchange for a commission. It requires a bit more work than a referral program; however, it can be extremely effective.

Affiliates market your business for you and they drive traffic to your website. For every new client, they earn a paycheck. It’s a good system. To help them succeed you may provide them with marketing content, advertisements and other information to use on their website.

**Partnerships**

The third and final way to get more clients fast is to forge a partnership with other complimentary businesses. For example, if you’re a writer you might partner with a website designer. Their clients will need content for their website and your clients may need a website redesign. It’s a win-win situation.

To get more clients fast, take advantage of your current assets. What partnerships can you forge, and what clients can you ask for referrals and recommendations?