



Adding a referral step to your workflow is a brilliant—**and a VERY easy**—way to ask your clients to sing your praises to their friends and family. Copy and paste the text below, customize it to your brand and add it to your workflow. Once you've got it set up, you'll be asking for referrals without lifting a finger.

Hi *{{client_first_name}}* -

As a small business owner, I rely heavily on referrals to consistently grow my client base. Fun clients know fun potential clients and I would be honored if you'd help me spread the love. If you have any friends or family members who may be interested in having their photos taken, I'd love for you to tag them on my social media feed, talk me up over a cup of coffee or simply provide them with my website. I promise that they'll have as much fun as we did.

Your support means so much to me. Thank you, in advance, for your help.

{{studio_name}}

The best way to get referrals is to ask for them. Add this to your workflow and watch as the new inquiries start coming in!

Cheers!

The Iris Works Team

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