Growth is critical to RFA We strive to grow our business year over year, and not simply to help ourselves and increase our bottom dollar, but to help better the future financial lives of those that need it most. Growth allows us to increase our benefits and offer advancement within the company for our employees, provide more service offerings with specialized industry experts to our clients, and reinvest in the community that surrounds us.

An important component of that growth is referrals, which allow us to offer our unbiased advice to even more people who truly need help. Increased referrals means more growth. The goal, which is to simply receive referrals equal to 10% of our client base, isn’t a lofty goal. We’ve had some success individually in the past, as we’ve been able to double our current client referrals to account for approximately 5%. But, we recognize so much more can be accomplished if we work together as a team through the same team approach we utilize to service our clients. We believe that if we work as a team, our firm will build a culture where employees have a habit of talking openly about where they work and what they do professionally. And our client’s introductions to other ideal clients will become an organic and meaningful part of our firm’s growth story.