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Founded in January 2018 by Best Selling Author, Coach and Speaker, Michael J. Maher, Certified Referral Trainers (CRT) are the world ' s

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2 reviews for (7L) The Seven Levels of Communication. Brian B. September 30, 2017. 5 out of 5. 7L, The Seven Levels of Communication could easily be called the Bible of relationship selling. It is told in an essay to ready story format of the interaction of a down on his luck realtor, named Rick.

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7L: The Seven Levels of Communication outlines these levels in a pyramid, going from the bottom level of advertising up to the top, most high touch of one on one meetings. He suggests focusing your efforts on the top of the pyramid: handwritten notes, phone calls, events & seminars, and one on one meetings.

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