

**Business by Referral
A Leads Group Like No Other**

January through March, 2009
(every other Wednesday)
11:45 a.m. – 1:15 p.m.



Occurs every other Wednesday over lunch for 3 months (6 sessions total) this series incorporates educational tools to help professionals meet your sales goals. Session topics include:

- Why do business by referral
- Identify your top 25 referral sources
- Educating your database into giving you referrals
- Rewarding referrals
- Client appreciation programs
- and more!

Session	January 14	February 11	March 11
Dates:	January 28	February 25	March 25

Fee is \$150 for 6 weeks of sessions and includes lunch.

Sessions are held centrally in the Austin Chamber of Commerce Boardroom, located at 210 Barton Springs Rd, Suite 400.

Space is limited. To apply for the program, please fill out the below portion and return it to Dustin Woodhead at dwoodhead@austinchamber.com or fax at 512-479-5045.



Business by Referral
January through March, 2009
11:45 a.m. – 1:15 p.m.



Name: _____

E-mail: _____

Company: _____

Phone: _____

Industry: _____

Years in Industry: _____

Title: _____

Years in Position: _____

What percentage of your business do you receive from referrals? _____

Where does the majority of your business come from? _____

Payment Options (Please Pick One) Visa Mastercard AMEX Discover Invoice Me

Credit Card # _____

Expiration Date _____

General Information

- \$150 Business by Referral Group fees are NON-REFUNDABLE.
- If you are not able to attend a session, you may substitute a team member from your company to attend in your place.
- Individuals will be allowed to join the group until their industry limit has been reached. (5 representatives per industry)
- Payment MUST be received prior to the first session.

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