

From: Bob Greenup <admin@bnisydneycbd.com.au>
Subject: [Test] Certified Networker Programme: Hazel Walker Delivers \$330 Million pa to her clients - find out how
Date: 19 August 2013 9:32:48 AM AEST
To: << Test First Name >> <sophia@dreaminternship.com.au>
Reply-To: Bob Greenup <admin@bnisydneycbd.com.au>

Learn referral marketing strategies from American Female Entrepreneur of the Year, Hazel Walker, who delivered \$330 million to her 1300 clients last year!

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This course provides you with a clear concept of the structure and approach necessary to get people around you motivated to refer you and your business, and a way to create an efficient circle of influence with you right in the middle!

Referral Institute & BNI
presents

Certified Networker Programme

Turn your network into a referral marketing machine!

This course is being presented by the multi award winning Hazel Walker, best selling international author and American Female Entrepreneur of the Year.

Hazel is a Certified Trainer for the Referral Institute and uses their programmes routinely to build success for her clients.

Hazel is also an Executive Director for BNI, the largest referral organization in the world, with a presence in 50 countries. Hazel's BNI Region delivered **\$330 million** in referred business to her 1300 clients last year – this is a trainer who walks her talk!

You are not alone in facing issues as a small to medium sized businesses. Join a group of like minded people and learn how to build a solid support system around you in 4 days only.

78% of businesses rely on 90% of their business to come from referrals, so you need a strategy for how to manage this critical source of revenue.

Most business owners have a business plan, some have a marketing plan, few have a referral marketing plan. Do You?

The Certified Networker programme is an intensive 4 x 1/2 day interactive workshop which will deliver on these issues and more:

This is a 4 1/2 day, information packed workshop, which will leave you with new skills to expand your referral rates to new levels!

Tuesday: July 23rd, 1:00pm - 5:00pm AND
Thursday: July 25th, 4:30pm - 8:30pm AND
Monday: July 29th, 1:00pm - 5:00pm AND
Wednesday: July 31, 1:00pm - 5:00pm
Location: South Sydney Graphic Arts Club
182 Coward St, Mascot NSW 2020 - (02) 9667 4321

Price \$1990 inc GST

If you are a BNI Director use your discount code

<http://certifiednetworker.eventbrite.com.au>



- Ever wondered why some people see you as referable yet to others you are invisible?
- You know you have a credible, referable business, but do you struggle to get your message across?
- Where do you start to identify your best referral partners, and how do you start the process?
- You know you have logical referral partners in your network, but constantly struggle with how to motivate them to refer business to you?
- Have you wondered how you can train and educate your connections so they know how to introduce the right business opportunities to you?

Take your once-only opportunity to receive this training from one of the worlds top professionals in this field now.

REGISTER NOW

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