

From: Bob Greenup <admin@bnisydneycbd.com.au>
Subject: [Test] Events Calendar June - August
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Build your business relationships to create referrals for life.
Next Event: Tuesday **June 18**, 12pm-2pm in Surry Hills
[Attract The Clients You Want - with Donna Pace](#)

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Need more referrals?



Education & Training Events Calendar June - August, 2013

All events are summarised on the two pdf's of events
linked to this e-mail.

[Pdf of events for members only](#)

[Pdf of events for the public](#)

We are offering additional **Leadership Team** training
available to those who missed training in March, have
changed their position, or need a refresh of their position
responsibilities.

All events can be booked through our [BNI profile in
Eventbrite](#) or for Lunch and Learn in the [Referral Edge
profile in Eventbrite](#).

You can also book **Member Success Programme
(MSP)** training in the BNI profile in Eventbrite, so [please
refer people to this link should they require MSP
Training](#).

Early registration is essential for documentation, catering
and seating.

Next Event: Tuesday June 18, 12pm - 2pm Lunch & Learn: Are You Attracting The Clients You Want?

Host: Donna Pace

This session is designed to give you insights into how to
deliver your message across a broad range of
communication with your market place. You might need
help with presenting an elevator pitch, preseting your
personal brand or identifying consistency across your
business. The style and confidence you bring to every
opportunity can make the difference between a sale and
another lost opportunity.

REGISTER HERE: [Are You Attracting The Clients You Want?](#)



Join my team and I for this easily
accessible series on how to build your
relationships and your ongoing
referral revenues, whilst we share
with you the insights and techniques
needed to activate your referral
network.

Come to one or as many modules as
you want, to develop and improve
your word-of-mouth marketing.

We've put these on as an accessible
way for busy business people to take
advantage of this low cost, highly
effective marketing tool.

Warm regards
Bob Greenup
Executive Director
BNI Sydney CBD South



[Donna Pace](#) offer Personal Brand
Styling Services focuses on building
your confidence, expressing your
passion, enhancing your sense of
belonging and security and
articulating your unique set of values

[Buy Tickets](#)

(Directors please use your code)

Extra Session: Tuesday August 6, 3pm - 7pm Behavioural Styles Workshop (Introduction):

We had a fantastic workshop with James Short this week, and have scheduled an extra session due to popular demand.

Make sure you don't miss out on this one - the advanced session will be the following week, and this is the lead-in session.

This is the perfect gift to your referral partner!
Bring them along and make a real effort to increase your number of referrals together.

You could potentially be missing out on valuable business due to a simple misunderstanding and a difference in communication and behavioural style.

***Dinner included**

REGISTER HERE: [Better Business & Personal Relationships](#)

[Buy Tickets](#)

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Follow Up: Tuesday July 11, 3pm - 7pm Advanced Behavioural Styles:

***Dinner included**

REGISTER HERE: [Advanced Business & Personal Relationships](#)

[Buy Advanced Tickets](#)

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non verbally through your appearance and your personal brand.



[James Short](#) is a Certified Trainer in Behavioural Styles who has been using and teaching Behavioural Styles for the past 8 years. James has assisted numerous business owners and their teams to identify their own behaviour styles resulting in outstanding success, meaning more sales; better client relationships; and increased team morale.

Outline of Events

Lunch n Learn Modules : 2 hrs

WS101 : Effective 121s with referral partners
WS201 : Developing a Referral Mindset
WS301 : Managing Your Business Image

Advanced Modules : 4 hrs

AD101 : Behavioural Styles - DISC model
AD201 : Behavioural Styles - Advanced DISC
AD301 : Power Team Certified Networker

Referral Master Class : 4 sessions of 4 hours each

RI301 : Referral Edge Master Class

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