

From: Bob Greenup <admin@bnisydneycbd.com.au>
Subject: [Test] It's tomorrow! Last chance to 'get the clients you want' (workshop)
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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?



**Last chance to book for Lunch n Learn tomorrow -
Get it out of the way now!**

**Tuesday June 18, 12pm - 2pm
Are You Attracting The Clients You Want?**

Learning outcome: attract more desirable clients!

Your style and confidence can make the difference
between a sale and another lost opportunity.

Your outfit, your choice of words, or your office
decorations may be driving desirable customers away.

No one wants to hear it, but we all need to polish
our presence now and then. Not because it is so poor,
but because it is not suitable for who you are dealing
with.

Donna Pace hosts a session 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.

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

Buy Tickets

(Directors please use your code)

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

**Learning outcome: Improve your relationships &
net more business!**



[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
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.

get more business.

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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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.



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*

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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