

From: Bob Greenup <admin@bnisydneycbd.com.au>  
Subject: [Test] Next Event - Power Group Workshop - July 16  
Date: 19 August 2013 9:29:58 AM AEST  
To: << Test First Name >> <sophia@dreaminternship.com.au>  
Reply-To: Bob Greenup <admin@bnisydneycbd.com.au>

Next Events Tuesday **July 16**, in Surry Hills  
[Leadership Team Training: Mentor Coordinators  
and Power Group Workshop](#)

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## Need more referrals?



### Education & Training Events

#### Next Event: Power Group Workshop Tuesday July 16, 3pm-6pm

Around 67% of your referrals come from your Power Group, yet few of our members fully understand how to use this powerful relationship tool for best advantage.

This workshop is designed to enlighten you as to how to build your Power Groups, the strategies to move your Power Group or Partnership forward, and how to manage them to gain the most from your referral relationships.

This session will include the Power Team Certified programme comprising:

1. Money on the Table book, by Dr Ivan Misner and Lee Abraham
2. Power Team Roadmap 16 session workbook (completed over 6 weeks via webinar support, Lee Abraham)
3. 2 DVDs of webinars walking you through the workbook with your referral partners.

It is recommended that you bring at least ONE trusted referral partner with you to give you immediate action steps to move forward with the programme.

Payment is required prior to the event to ensure that numbers are firm, and catering is appropriate. Payment of \$165 (\$220 for non-members) can be made via Eventbrite.

[Buy Tickets](#)

(Directors please use your code)

#### Leadership Team Training: Mentor Coordinator Tuesday July 16, 12pm-2.30pm

[Buy Tickets](#)

#### South Lunch n Learn: Are you Attracting The Clients You Want? Thursday July 18, 12pm-2pm

### [REFERRAL EDGE EVENTS CALENDAR](#)



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 non verbally through your appearance

[Buy Tickets](#)

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**Certified Networker with Hazel Walker**  
**July 23 - 31**

[Buy Tickets](#)

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**South Lunch n Learn: Inviting People Into Your Network**

**Thursday August 1, 12pm-2pm**

[Buy Tickets](#)

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**Communication Dynamics I (Introduction)**

**Tuesday August 6, 3pm - 7pm**

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:** [Communication Dynamics](#)

[Buy Tickets](#)

(Directors please use your code)

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**Follow Up: Communication Dynamics II**  
**Tuesday August 13, 3pm - 7pm**

**\*Dinner included**

**REGISTER HERE:** [Communication Dynamics II](#)

[Buy Advanced Tickets](#)

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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.

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**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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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.

**[REFERRAL EDGE EVENTS CALENDAR](#)**

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