

From: Bob Greenup <admin@bnisydneycbd.com.au>
Subject: [Test] Referral Edge Education Calendar - Turn your networking into revenue!
Date: 19 August 2013 9:29:10 AM AEST
To: << Test First Name >> <sophia@dreaminternship.com.au>
Reply-To: Bob Greenup <admin@bnisydneycbd.com.au>

Next Events in Surry Hills are:

[WS201 Lunch n Learn - Referral Mindset \(Aug 13\)](#)

[CD502 Communication Dynamics \(Aug 13\)](#)

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Need more referrals?



How to be an effective networker!

business changing education in 4 easy formats

- [The Lunch & Learn Series](#)
- [Communication Dynamics](#)
- [Power Team Certified](#)
- [The Referral Edge Masterclass](#)

Networking uses your most valuable, and irreplaceable asset - TIME! Do you have structure, strategy, goals and systems for making efficient use of your networking investment?

The Referral Edge builds on the education foundation in BNI, which is a business network founded by Dr Ivan Misner in 1985. Today, BNI has more than 150,000 members, generating well over \$3 Billion every year for members. The Referral Edge has a range of training packages suitable for both BNI members and for non-members who want to develop a referral mindset. You can train at your own pace.

[The Lunch & Learn Series](#)

Convenient sessions to polish your skills over lunch.

WS101: Effective 121s to get more traction with your referral partners.

WS201: A referral mindset to strategically use your time and influence to get more from your referral network.

WS301: Present yourself and your business effectively so people can easily refer you.

WS401: Invite people into your network, extend your sphere of influence, grow your referral network.

[Communication Dynamics](#)

CD501 & CD502: Talk the language of your referral partners to better get your message embedded through the power of DISC.



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.

Warm Regards
Bob Greenup
CEO, The Referral Edge



[Hazel Walker](#)

Hazel is a best-selling author, business strategist, speaker, and a leader in the industry of bridging the gap between men and women collaborating in the marketplace. Her extensive background in developing and cultivating business relationships has been globally recognised by BNI, earning her the title "Queen of Networking", and an

Power Team Certified

PT601: Take your natural referral relationships to a new, advanced level by getting your referral partners into the Power Team Space. Systematic visibility will get you and your partners more business.

The Referral Edge Masterclass

Four sessions of advanced, long term referral strategies to develop your 6 figure referral income followed up with monthly mastermind support to keep you on track.

Book a session admin@bnisydneycbd.com.au
www.referraledge.com.au

August Events - Book Below!

WS201: Referral Mindset (12pm-2pm) - 13th

[Register Now](#)

WS301: Making the right impression (12pm-2pm) - 20th

[Register Now](#)

CD502: Communication Dynamics II (3pm-7pm) - 13th

[Register Now](#)

PT601: Power Team Certified (2:30pm-6:30pm) - 20th

[Register Now](#)

RE702: Referral Mastermind Group - 10-11.30am - 13th

Only available to participants of RE701 Certified Networker

[Register Now](#)

All the above events are at Watts on Crown In Surry hills

BNI00: Discovery Session (2pm-4pm) - 12th

[Register Now](#)

BNI01: Member Success Program (4pm-8pm) - 12th

[Register Now](#)

These BNI events are held in Leichardt

BNI events can be booked through the [BNI profile in Eventbrite](#) and
The Referral Edge events can be booked through [The Referral Edge website](#).

Early registration is essential!

award for Woman Entrepreneur Of
The Year.



[James Short](#)

James has over sixteen years experience in assisting individuals and groups to collaborate and achieve their goals, through a self created system. His process turns their aspirations into goals, their dreams into reality. He has excelled in the business and fitness arena resulting in numerous awards and accolades.



[Donna Pace](#)

Donna Pace is the chief Personal Branding Stylist at 'My Personal Brand', and gives her clients the confidence needed to make the most of opportunities. You only need to look at people like Richard Branson, Oprah Winfrey, Lady Gaga and Steve Irwin to know that personal branding is big business.



[David Evan Giles](#)

Australian Academy Award nominated writer and professional storyteller, David is a passionate believer in connecting people. To create success, so often who you know is as vitally important as what you know. David speaks to groups to encourage people to discover the power of making connections and doing business by referral.



[Jaclyn Bold](#)

Multi award winning entrepreneur Jaclyn Bold is the CEO of Bold Connections and a Personal Branding Specialist. She works globally with her clients to raise their profile, receive media coverage, attract more clients and build strong business relationships.

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