



Maximizing Your Referral Network

Presented by:
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Purpose: To help BNI members, or members of other networking organizations, realize the full referral power of their referral network through a focused course of classroom presentation, coaching, and practical application.

The program:

- Week 1:** Vision - Develop a clear, concise, compelling message.
- Week 2:** Identify and Qualify – Evaluate and stratify your network with a focus on key referral sources.
- Week 3:** RISE2© - Develop a plan for members of each strata.
- Week 4:** Referral Giving Plan - Develop a referral-generating plan so they can provide consistent referrals to their group.
- Weeks 5-7:** Implementation and coaching.
- Week 8:** Rewards, events, and keeping your plan alive.
- Week 9-12:** Peer coaching and implementation.

This course is designed for **BNI members and members of close networking groups**. We recommend attending this seminar with others from your network.

The course will be held four consecutive weeks beginning _____ 4pm - 6:30pm. A fifth class session will be held _____. The cost is \$325.00 per participant. Locations and directions will be provided upon receipt of your registration.

Seminar Participant _____ **or** **Sponsor of Participant** _____

Participant's Name _____

Organization _____

Address _____

Phone _____ **Fax** _____

Email _____

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