Getting the Referrals You Want:
Grow your business by building a referral system that will get you more and better leads.

Sponsored by
Jacksonville State University Small Business Development Center
Calhoun County Chamber of Commerce

Thursday, September 17, 2015
10:00AM – 11:00AM

Calhoun County Chamber of Commerce
1330 Quintard Avenue
Anniston, AL 36201

Agenda

10:00-10:10 Welcome
Ms. Amy Anderson
Account Executive, Jacksonville State University

10:10-11:00 Featured Presentation
David Smith, Marketing Strategy
Valens Point, LLC
- Why referrals are valuable
- The secret reason referrals work
- How to define the referrals you want
- Building a network of referral sources
- Systemizing your referral process

11:00 Adjourn

To RSVP please call (256) 237-3536

There is no cost to attend this workshop.
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This workshop will teach you how to establish a referral system for your business that will result in higher numbers and quality of referred leads.

Workshop participants will learn:

- Why referrals are so valuable to your small business
  - The secret reason referrals work
  - How to define the referrals you want
  - Building a network of referral sources
  - Systemizing your referral process

Registration can be done at: https://www.eventbrite.com/e/getting-the-referrals-you-want-tickets-18237288220

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