



Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

www.asbdc.org

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
	<ul style="list-style-type: none">• 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.

The SBDC at Jacksonville State University is a member of the Alabama SBDC Network. Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Anna Fang, JSU, 700 Pelham Road North, Jacksonville, AL 36265 256.782.5271



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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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