

**Business by Referral**  
**A Leads Group Like No Other**  
February through April, 2008  
(every other Wednesday)  
11:45 a.m. – 1:15 p.m.



Occurs every other Wednesday over lunch for 3 months (6 sessions total) this series incorporates educational tools to help professionals meet your sales goals. Session topics include:

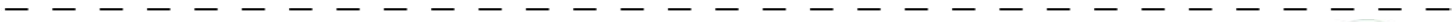
- Why do business by referral
- Identify your top 25 referral sources
- Educating your database into giving you referrals
- Rewarding referrals
- Client appreciation programs
- and more!

|                |             |          |          |
|----------------|-------------|----------|----------|
| <b>Session</b> | February 6  | March 5  | April 2  |
| <b>Dates:</b>  | February 20 | March 19 | April 16 |

Fee is \$150 for 6 weeks of sessions and includes lunch.

Sessions are held centrally in the Austin Chamber of Commerce Boardroom, located at 210 Barton Springs Rd, Suite 400.

Space is limited. To apply for the program, please fill out the below portion and return it to us at [events@austinchamber.com](mailto:events@austinchamber.com) or fax at 479-5045.



**Business by Referral**  
February through April, 2008  
11:45 a.m. – 1:15 p.m.



**Name:** \_\_\_\_\_

**E-mail:** \_\_\_\_\_

**Company:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Industry:** \_\_\_\_\_

**# Years in Industry:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**# Years in Position:** \_\_\_\_\_

**What percentage of your business do you receive from referrals?** \_\_\_\_\_

**Where does the majority of your business come from?** \_\_\_\_\_

**General Information**

- \$150 Business by Referral Group fees are NON-REFUNDABLE.
- If you are not able to attend a session, you may substitute a team member from your company to attend in your place.
- Individuals will be allowed to join the group until their industry limit has been reached.
- If accepted into the program, an invoice will be sent to you.
- Payment MUST be received prior to the first session.

Please return this portion to us at [events@austinchamber.com](mailto:events@austinchamber.com) or fax at 479-5045.