

# REFERRAL SUCCESS 101™

Are you getting all the referrals you want for your business?

Do you feel like your networking efforts always pay off?

Do you have a written referral marketing plan to achieve your goals for 2014?

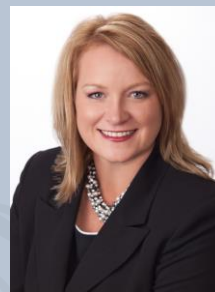
If you answered **no** to any of these questions, this workshop can help you! In this 2 ½ hour workshop you will:

- ✓ Identify the 5 steps to every referral process – and which ones you might be missing
- ✓ Learn how you can generate referrals from all 8 Referral Sources
- ✓ Uncover the secret to moving your relationships from **visibility to profitability!**
- ✓ Generate more referrals, in less time, with less effort and live your *happily ever after* life!

Who should attend?

- Professionals who are in a position of revenue generation for your company
- Sales & Marketing professionals
- Entrepreneurs
- Family owned businesses
- Business Development Managers

**Bring your network to get trained together!**



**Jenny Dumont**  
Owner &  
Certified Trainer  
Referral Institute  
Mid Michigan  
[www.jennydumont.com](http://www.jennydumont.com)  
(989) 714-9531

Jenny Dumont is the *lifeline* for businesses who struggle to attract new clients on a regular and consistent basis. Jenny is an international best-selling author in *Bold is Beautiful* and she has been seen on NBC25. She conducts workshops across Mid-Michigan.

Jenny IS the go to person to grow your business by referrals and get you to live your *happily ever after* life!

**SAGINAW** - Wednesday, February 19<sup>th</sup>  
8:30 a.m. to 11:00 a.m.  
Davenport University  
5300 Bay Road, Saginaw

**FLINT** – Wednesday, March 5<sup>th</sup>  
Bring Lunch – 2:00 p.m. to 4:30 p.m.  
America's Best Value Inn  
Hill Rd & I23

Name \_\_\_\_\_ Referred by \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

**ONLY \$69.00    Discounts for BNI and Chamber Members (Call or Email for Coupon)**  
**Credit Card Information, Please Print Clearly    Fax # (989) 327-1332    OR**  
**Email to: [Jennyd@referralinstitutesaginaw.com](mailto:Jennyd@referralinstitutesaginaw.com)**

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