



**NAWBO**  
ORANGE COUNTY

National Association of Women Business Owners

# PRESENTS

## Turning Your Current Connections Into Consistent Referrals



### **TR Garland**

**#1 Best-Selling Author, Speaker, & Strategist**  
*Building The Ultimate Network™*

**Presented on:**

**Wednesday, April 18, 2012**

**5:00—8:00 pm**

**Light snacks will be served**

**Location:**

**White, Nelson & Co. LLP**

**2875 Michelle Drive, Suite 300**

**Irvine, CA 92606**

Do you know how to eliminate inefficient networking tactics by properly training your referral sources to bring you high quality referrals? If not and you'd like to learn how, then check out this workshop in which you will also:

- Network with quality business professionals
- Learn tactics, techniques, & strategies to DOUBLE if not TRIPLE the number of referrals you both give and receive
- Learn a simple process to find out if you are investing time in the wrong business relationships
- Learn '5 Steps To the Referral Process' that'll help you train YOUR network to pass YOU more referrals create a STEADY stream of referrals in no time
- and, in essence, "Create Referrals For Life!"

TR Garland is a local small business owner who really cares about other local small business owners. He has previously experienced the same ups-and-downs that many have had, but has since become an expert on a proven word-of-mouth marketing system that has allowed him to regain his valuable time and get a strong ROI from his networking efforts.

Many consider him one of today's leading authorities on Business Networking and Referral Marketing because he gets his clients results. He's the #1 Best-Selling Author of "*Building The Ultimate Network*" and is a consultant to top performers & entrepreneurs on creating a sustainable business strategy based on strategic and effective business networking. TR guides people to create and maintain deeper business relationships that build stronger bonds which ultimately create "Referrals for Life".