



## About Your Seminar Leader

Lorraine Lane is a certified business coach and experienced facilitator. As a business owner, she understands the challenges of today's marketplace.

She has coached top-level executives in large corporations and worked with small business owners across the US and in other countries.

She serves as an adjunct faculty member for the Pasco-Hernando Community College Professional Development Center.

She serves as the President of The Central Pasco Chamber of Commerce and received both the Chamber's Member of the Year award and the President's Award in 2007.

**LANE BUSINESS CONSULTING, LLC**

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# BUILDING YOUR REFERRAL BUSINESS

Discover Dynamic Techniques to help you build a **powerful referral network**.

- Do you want more referrals?
- Do you know what referral strategies would work best for you and your business?
- Do you have a "referral mind-set"?

This is a highly interactive workshop that will prepare you to put referral skills to work for your business immediately!!

You will learn how to **build a referral network** into a **powerful sales engine**.

## Key Benefits:

- Learn the 4 'A's of referrals
- Plan your referral strategy
- Promote yourself with confidence

## Event Schedule:

Date: **July 28th, 2010**

Time: **9:00 am - 11:00 am**

Location: **Copperstone Conference Center  
3632 Land O' Lakes Blvd., Ste 100  
Land O' Lakes, FL 34639**

Cost: **\$99** (includes a one-on-one coaching session)

*Taking Potential to Performance!*

**CALL: 352-797-4007 E-MAIL: LORRAINE@LANEBC.COM**