

Accessing Untapped Clients

Maximizing Your Referral Machine for Today's Marketplace

**Wednesday, October 8, 2008
7:00 am to 11:00 am**

Crowne Plaza Portland Convention Center, 1441 NE 2nd Avenue, Portland

**Thursday, October 9, 2008
7:00 am to 11:00 am**

**The Riverhouse Resort/
Bend Convention Center
3075 N. Business 97, Bend**

7:00 am Open Networking Breakfast Buffet
8:15 am Keynote Presentation
10:30 am Book Signing

**A morning of networking,
learning, and fun!**

Only 100 tickets left!

Register early to save \$16. See back for registration.

Meet and network with other business professionals from around the region

Create a referral machine that thrives, not just survives, in any economy!

Position yourself so you are accepting new clients ... not looking for them.



Executive Producer and Host of the nationally syndicated *Entrepreneurial Excellence* radio show, **Frank De Raffe Jr.** is known for his insights of how to make businesses more profitable. As a best-selling author and internationally acclaimed speaker Frank will be in Oregon to share with us how to Access Your Untapped Clients.

As the keynote speaker for the 2008 BNI Members Conference in Kuala Lumpur, Malaysia, we've arranged for Frank De Raffe Jr. to bring the same valuable information directly to you! A morning of networking, learning, and fun, be prepared to make quality contacts that result in long-term referral sources! This event is for BNI members, Chamber members, business professionals who rely on referrals and their invited guests. We hope you can join us for this special event!

You will learn how to:

- Have your current client base refer you to the companies you want.
- Show your networking associates how to recognize when they are standing in the middle of a referral for you.
- Motivate your associates to want to find you business.
- Dominate your marketplace.
- Create a stronger referral machine that will not break down ... ever.

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Reduced ticket prices
for pre-registrations!

Accessing Untapped Clients

Maximizing Your Referral Machine for Today's Marketplace

Networking and Seminar

7:00 am Open Networking Breakfast Buffet

8:15 am Keynote Presentation

10:30 am Book Signing

- Open and structured networking to meet high-quality contacts
- Executive Producer & Host of *Entrepreneurial Excellence* Radio Show
- Author of *Successful Business Networking*

Event Information

- Register by September 26: \$59
- Register after September 26: \$75
- Wednesday, October 8, 2008, 7:00 to 11:00 am, Crowne Plaza Portland Convention Center, 1441 NE 2nd Avenue, Portland, OR 97232
- Thursday, October 9, 2008, 7:00 to 11:00 am, Bend Convention Center, 3075 N. Business 97, Bend, OR 97701

Yes! I'd like to RSVP for the Event on Wednesday, October 8 in Portland.

Yes! I'd like to RSVP for the Event on Thursday, October 9 in Bend.

Name _____ Organization/Chapter Name _____

Business Name _____

Address _____

City _____ State & Zip _____

Phone _____ Email _____

Cost includes full buffet breakfast

- Register by September 26: \$59
 Register after September 26: \$75
 Register for both events by September 26: \$89

_____ # Attendees x \$ _____ = \$ _____ Total
Please use a separate sheet to provide additional attendees' contact information.

Method of Payment

Check Payable to **BNI Oregon & SW Washington**
(Please note: Returned checks will incur a \$25 fee.)

American Express MasterCard Visa

Card Number _____ Expiration Date ____ / ____

Billing Address _____ Zip Code _____ CVV Code _____

Print Name (as printed on credit card) _____

Signature (as shown on credit card) _____

**Mail checks to BNI Oregon & SW Washington, 18139 NW Skyline Blvd, Portland, OR 97231.
Or, return this form by fax to 503-621-3274. For questions, call the BNI Regional Office at 503-621-3284.**

For event sponsorship opportunities, contact Jennifer Tolley at 1-503-621-3284. For local accommodations: Riverhouse Resort in Bend, 1-866-453-4480; Crowne Plaza in Portland, 1-503-233-2401.

Referred By
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