

Bill Cates

\$10,000 to \$15,000

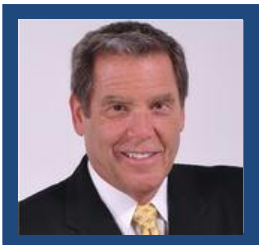
Helping You Get More Referrals, More Introductions and More High-Value Clients

No one on the planet knows more about how to acquire high-level clients through word of mouth, referrals, and personal introductions than Bill Cates. Most financial professionals under-perform when it comes to acquiring clients through referrals. There's a gap between where they are and where they could be. Bill's mission is to help financial professionals fill this and become even more productive.

Bill's referral system has been featured in Success Magazine, Entrepreneur Magazine, Selling Power, and the Wall Street Journal. He earned his CSP (Certified Speaking Professional) designation in 1999. Becoming one of the top 10% of speakers to earn this accreditation. In 2010 he was inducted into the Speaker's Hall of Fame. This award of excellence has been bestowed on less than 150 speakers since 1977. Bill now sits on the Board of Directors for the National Speaking Association.

You work hard to satisfy your clients and earn their repeat business. Your Net Promoter Scores show that you have many clients willing to recommend you to others. Now what? What does going beyond client loyalty mean? It means leveraging that loyalty into word of mouth, referrals, and introductions. Most advisors, and salespeople see word of mouth and referrals as "icing on the cake." A side benefit of great service. Bill Cates shows you that this IS "the cake" and illustrates how you can create a culture of your clients engaged in promoting and introducing you to others.

Video: [Be More Referable](#) | [Become More Referable](#) | [Be More Proactive](#)



Bob Burg

\$15,000 to \$20,000

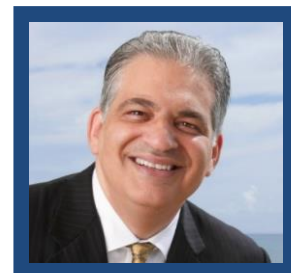
Author of "Endless Referrals" and "The Go-Giver"

Bob Burg will help you and your team cultivate powerful relationships and alliances in order to grow your business and create more sales opportunities than you ever dreamed possible.

Bob has spoken for numerous financial services companies and organizations, and is a two-time past presenter at the prestigious Million Dollar Round Table. With a humorous, entertaining and inspirational style combined with immediately applicable, real-world information, Bob will delight your advisors as well as provide them with the tools and confidence to immediately begin building a more lucrative and fulfilling business. They will understand how to effectively communicate their exceptional value to their prospective clients, resulting in an army of personal, walking ambassadors leading to endless referrals.

In Bob's presentation Endless Referrals: The Go-Giver Way, Bob will teach you how to recession-proof your business by never running out of high-quality prospects again. Bob's principles and system will equip your team to easily generate a constant stream of interested and eager referrals! This powerful program is based on Bob's bestselling book, Endless Referrals: Network Your Everyday Contacts Into Sales, which serves as the "textbook" of choice for many of today's top sales organizations.

Video: [Influence and Persuade Effectively, with Integrity](#)



Dan Allison

\$10,000 to \$15,000

Comfortable Approach to Earning Referrals for Financial Professionals

Dan Allison's Feedback Marketing concepts turn consulting upside down. Rather than proclaim to have all of the answers to the challenges a business may face, Dan teaches professionals how to approach the true expert. . . the client. Dan spent 18 months conducting focus groups and interviews with the kinds of clients we all want to attract. The goal was simple—to discover how our clients want us to approach them about referrals and to let them teach us how to have professional & effective referral relationships.

Dan has developed simple step-by-step consulting systems and group workshops to help individuals and businesses implement his strategies to improve the way that they serve their best clients. The result is a simple process that you can use for the rest of your career to continue to strengthen relationships and get more referrals.

In Dan's A New Approach to Earning Referrals, he will walk your group through the real problem that consumers face in referring the professionals they work with. Then he will show your participants how to implement simple strategies that will help them start getting referrals right away. The results are detailed in this popular talk that has been described as "brilliantly simple," "eye-opening," and "the most refreshing presentation in years."

Video: [The Challenge of Referrals](#)



Michael Goldberg

\$5,000 to \$10,000

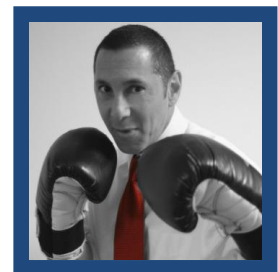
More Prospects| More Referrals| More Business: Helping Advisors Make the Connection!

Knock-Out Networking!™ is based on Michael Goldberg's proven system for attracting more prospects, more referrals, and more business to the pipeline. These proven approaches have helped thousands of advisors, brokers, agents, producers, and reps change the way they develop relationships. And they will do the same for you!

Michael Goldberg is a Certified Speaking Professional (CSP), an earned designation to recognize demonstrated commitment to the speaking profession through proven speaking experience. Fewer than 10 percent of speaking professionals hold this designation.

Most advisors, agents, and sales reps are not born networkers. Great networkers develop the skills through education, training, practice, and having a positive attitude. Whether you're in the market to write more business, recruit more prospects, or land a job, it's not who you know but who you want to know. In his Knock-Out Networking!™ program, attendees will learn the techniques & approaches to effectively greet people, hand out and ask for business cards, tactfully transition conversations, deliver a "non-canned" elevator pitch, follow up, maintain a networking strategy, generate more referrals, and most importantly – create key relationships.

Video: [Knock-Out Networking](#)



Deirdre Van Nest

\$5,000 to \$10,000

Teaching Professionals How to Increase Their Influence, Credibility and Visibility

Deirdre Van Nest, creator of Speak and Get Results™, is the only speaker and coach in America to combine the following 3 certifications – Certified Fearless Living Coach™, Get Clients Now!™ Facilitator, and World Class Speaking Coach™.

Most Financial Advisors must chase after clients, one by one – but there is another way. When your Advisors know how to put together crazy good, money-making talks, it becomes their most powerful and consistent lead-generating tool. A tool that enables them to stop chasing clients and instead bring in many clients from a single presentation.

In her presentation, How to Get More Warm Leads in One Hour than Most Advisors Get in One Month, your Advisors will learn: Why Seminars and workshops "don't work" for most Advisors. How one Advisor consistently gets 85% of her audience to meet with her... The top 3 "sales-killing mistakes most Advisors make when they present and how to avoid them. How to "Hook the Audience" from the first words out of their mouth so they pay attention to your Advisor and not their cell phone. What Advisors must never say in their "close" if they want people lining up to get on their calendar after they speak.

Video: [How to Get More Warm Leads in One Hour than Most Advisors Get in One Month](#)

