

"Because people matter, we must lead them well."

Bright  
Hillgroup.com

LEADERSHIP TRAINING, COACHING, AND SPEAKING

Proud Member of



Gaithersburg-Germantown  
Chamber of Commerce

7 Levels of Communication

# Referral Sales Mastermind



***Are you working harder and making less money?  
Are you struggling to figure out who is a good prospect to call?***

## SUCCESS STORY

Hi! Tom Cooper here. I'm a coach who works with business professionals who want to see their sales explode. Let me tell you about John. He's a financial planner who heard about the referral sales class that we offer. He worked hard at networking and was actually very good at it. In spite of this, he had received only two referrals in the previous 6 months.

I introduced John to the key practices in this class. After learning and implementing just three of the ideas for 4 weeks, John received 9 referrals. In the next couple of weeks, he landed 2 as paying clients and expects to close at least 2 more.

John says "This really works!" Would you like to have a repeatable system to generate referrals? Our next class starts April 26 for seven sessions in Germantown, MD. Sign up at <http://referrals.eventbee.com>

**Get started now!**

***Our unique 7-session class***

***will show you exactly how to build relationships  
and get more referrals!***

[www.brighthillgroup.com/referrals](http://www.brighthillgroup.com/referrals)

**Next session starts: Thursday, 26 April 2012  
Germantown, MD**

**Space is limited! \$389 includes book**



**Tom Cooper**

PMP, Certified Leadership Trainer, Speaker, & Coach  
(240) 668-4799 [tom@brighthillgroup.com](mailto:tom@brighthillgroup.com)

*The* JOHN MAXWELL **Team**