



## Breakfast with David King Managing Director, Vue Consulting

### *Client Referral Secrets Revealed*

Every professional adviser wants more client referrals but for many they remain elusive, ad hoc or unreliable. Yet the process of promoting and receiving consistent, quality client referrals is one of the key skills that defines the successful adviser.

So rather than rely on false assumptions and old myths join David King, from Vue Consulting, to examine the secrets that demystify client referrals and provide you with the foundations to approach the topic in a more comfortable way.

David King, a former Investment Banking and Private Banking Executive, has over 15 years of financial services experience and is a renowned business development expert. He is the founder of Vue Consulting a specialist training and coaching firm for the Professional Services Industries.

His company's training experience, By Referral, has helped 100's of Australian advisers and managers over the last three years to understand and promote referrals in their businesses.

In this highly interactive presentation, you will learn key referral secrets and practical steps you can take to immediately improve your client referral processes.

## May Breakfast Event

- Date** Wednesday 5 May 2010
- Venue** Brisbane Polo Club
- Time** 7:00am for 7:30am to 9:00am
- Cost** \$ 40.00 – Member  
\$ 65.00 – Non Member  
*(Corporate tables not available)*
- RSVP** Julianne De Groot  
Friday 30 April 2010
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