



Dear Program Chair:

The Referral Institute is a company committed to the success of organizations and business professionals here in the Tampa area. Specifically we train in the areas of how to enhance one's organization or business through networking and referral based marketing skills and tactics.

In particular, we work with local community-based organizations in support of helping them and their organization grow. Over the past several years we have delivered presentations to service organizations such as yours. The presentations we deliver focus on utilizing your network to be able to reach your organizations goals. The presentations involve participation and interaction with the audience. Here are some comments we've received:

*"We sincerely appreciate your participation and look forward to future opportunities to guide our chamber members in their pursuit of the successful growth and productivity of their business."*

Connie Davis, CEO of the Palm Harbor Chamber

*"I always thought I was a pretty good networker... I was constantly thinking to myself the phrase, "I never thought of it that way". It was light bulb after light bulb moments going off in my mind... incredible, eye opening, riveting!"*

*I can't remember the last time I had to cold call."*

Karen Christenson, Vice President of Membership, Clearwater Chamber of Commerce

*"I have attended several trainings led by Tiffanie on networking. She is dynamic, motivating and always prepared. I walked out of each of the trainings with great ideas and the ability to take my networking skills to the next level. If Tiffanie is teaching, I know that it will be worth my time and my money."*

Angie Roda, ten21, Owner/Designer, BNI Member

*"I had my biggest Dec closed commissions ever at \$17K and this represented 25% of my year end commissions. I now have 6 months in expense reserves vs the average 3 months."*

Terry Burkot, Realtor & Referral Institute Graduate

*"Informative, dynamic, energetic, and motivational."*

Darlene Reed, Wesley Chapel Chamber Member

*"Tiffanie has information that you will want to know to help you grow your business."*

Stephen Murray, owner of Apollo Beach Chiropractic Center

I am excited to support organizations in the local community with a visit.  
Please feel free to contact me if you have any questions or if I can help.

Sincerely,

Tiffanie Kellogg  
Trainer - Referral Institute

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