

## Cocktail Event - Miramare Gardens March 18

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"How to start a referral virus to explode your business" was the keynote address by Robert Gerrish, Director and Founder of [www.flyingsolo.com.au](http://www.flyingsolo.com.au), Australia's online community for solo entrepreneurs. In an informative, entertaining and interactive address, Robert illustrated how we can attract more word of mouth referrals for our businesses by moving associates from "Smilers" to 'Raving Fans". At the heart of this message was the need to create a great elevator pitch - see this weeks [Hot Topic](#) for hints on how to develop one for your own business.

For those of you who would like to hear Robert's address again, you can purchase a cd directly from the Flying Solo website - just [click here](#).

If you would like to take advantage of the card scan and other items on special last night from our sponsor, Pymble Office Supplies, please call David directly on 9988 3566. As a Network participant you will also receive a 5-10% discount off all stationary supplies and free home delivery to all areas.

Our apologies if you were seeking a membership form last night - there was high demand and we ran out! You can of course, complete our online application by clicking [here](#).

Thanks to our members and guests for the positive feedback you shared with us last night - if you would like to add your thoughts please [click here](#).



Robert Gerrish, [Flying Solo](#)



Suzanna Catalouski (Graphic Designer) and Tammy Mitchum (Natural Medicine Practice)



Robert Gerrish (Flying Solo) and Ann Poppelwell (Simply Silk)



Esther Wong (Lindfield Family Dental), Nicola Davies and Kaye Owen (Kaye Owen Beauty & Massage)



Jenny Nott (Mortgage Choice), Julie Mackay (mPathic) and Sarah Dixon (Catalyst Event Solutions)



Kirsty Curnow (Angel Face Design), Karen Marosa (Springhead Software), Kristine Thomson and Celeste Riach (Building Block OT)



Sharon Spratt (Institute of Effective Training), Loretta May and Maria Lowe (Cornerstone Marketing)



Justine Phillips (Connect Marketing), Belinda Ruhoff (Xinc Home Loans), Nikki White (Scribes) and Angela Raspass (Ideas Into Action)



Celeste Riach (Building Blocks OT), Meg Hall and Debra Burgio (Clever Kids Education Centre)



Susanne Ridolfi (Kikken) and Dawn Niven (Organise Plus)



Katrena Friel (BSI Learning) and Paula Gyaneshwar (Personal Stylist)



Jenny Kelleher (St George Bank), Kaye Owen and Koula Enev (St George Bank)



Belinda Ruhoff (Xinc Home Loans), Catherine Reely (Reely Art) and Mandy Taylor (Bank of Queensland)