

Since 1977



Worthwhile Referral Sources

A Division of Women's Referral Service, Inc.

Helping your business do more business!

2012 WRS NETWORKING EVENT SCHEDULE

New Dates ~ Times ~ Locations

Updated: March 14, 2012

All members are asked to please honor and abide by the following reservation policies.

Reservation Policies for Traditional Events:*

*Traditional meetings are open to all members as often as desired.

This flyer contains the reservation policies for all meetings. To keep meeting costs at bay, all members, including new members are asked to please honor and abide by them. In particular, please notice the asterisk below.* This means that **there are never any refunds for any meetings, for any reason, and no transfers can be made after the transfer deadline regardless of the reason.** See* below. Chapters must call in the food count to the venue 3 days prior to the meeting. Once they call in the count, **the chapter pays for your meal whether you are there or not.** Why? Because the venue will not allow us to cancel your reservation. If refunds were allowed, the chapter would have to charge all members more to make up for the cost. Instead, each member manages and is responsible for their reservation regardless of whatever circumstances prevent them from attending, emergency or otherwise.

- These policies do not include reservation policies for Exclusive Chapters. Please refer to your signed agreement.
- Prepaid reservations must be received 5 business days in advance for all meetings in order to take advantage of the discounted rate. Otherwise, the pay-at-door price applies. (Ex: If the meeting is on a Monday, the discount deadline is the previous Monday. Likewise, if the meeting is Wednesday, the deadline is the previous Wednesday).
- Everyone must be prepaid for the meeting or pay the "at door" price. **There are no exceptions.** It is suggested that you carry a business check or enough cash with you to each meeting because credit cards cannot be accepted at the door. Please understand that sometimes reservation mistakes happen, since they are handled by humans with the very best of intentions.
- NO prepaid reservations can be made the day before or the day of the meeting; however, you can attend meetings & pay the "at door" price.
- ✳ - In order to roll/transfer your reservation to another meeting, within that specific chapter, you must **call the chapter Vice President by 5:00 pm, 3 business days before your meeting, excluding the day of the meeting.** PLEASE DO NOT CALL WRS STAFF, as reservations are transferred to the Vice President of each chapter. *See above.
- To reserve for any meeting, follow the instructions pertinent to each chapter indicated herein.
- Multiple meetings are designated for one chapter only.
- If you pay for multiple meetings, please use the order form enclosed and indicate for which months, otherwise they will be assigned to consecutive months.
- If you are interested in being a speaker and sponsoring a chapter invitation mailing, please call the President of the chapter.
- Notice the "NEW" designation throughout the event calendar for any recent changes to meeting information.
- All prices are subject to change for all meetings. Locations were changed on chapters where indicated.
- Credit card payments can only be made through the Central Office. No credit cards accepted at the door, cash or check only.
- Some meeting venues have increased prices on meetings indicated.
- If you prepay for 3 meetings in the same chapter you can reserve up to 2 business days before the event.
- Also see ■ page 2.

818-995-6646 13547 Ventura Blvd. #374, Sherman Oaks, CA 91423 714-520-4620

wrswrs.com / referral-guide.com

www.facebook.com/worthwhilereferalsources / www.twitter.com/WRSmarketing

WRS "Traditional" Chapters - open to all members

Buy 3 & Save!

*** San Fernando Valley Central 5:30pm - 8:30 pm + Saturday Beach Brunch 9:15am - 11:30am**

Featuring:
Member & Entrepreneur of the Month Awards - Speaker/Sponsor
10 Second Acknowledgements - Networking Exercise

Parking Charge \$6.00

Early Networking: 5:15 pm

Beverly Garland Holiday Inn

4222 Vineland Ave. North Hollywood, CA 91602

01/19/12	02/16/12	03/22/12	Complimentary Chicken or Vegetarian Dinner
04/19/12	05/17/12	06/21/12*	
07/26/12	08/16/12	09/13/12	
10/18/12	11/15/12	12/13/12*	
* = special events			

President: WRS Central 818-995-6646
Vice Pres.: Kellie Kerr 805-582-2246

Members: \$43.00 for 1 or \$111.00 for 3 (\$37.00 each)
Visitors: \$47.00 All pay-at-door: \$51.00
In order to transfer reservations you must call by Monday 5:00 pm prior to the meeting. Call the V.P. if you have any questions regarding the status of your reservations.

■ See Reservation Instruction Box Below.

Venue does not provide special meal requests or substitutions.

New Pricing
Buy 3 & Save!

Early Networking: 9:00 am

California Yacht Club

4469 Admiralty Way, Marina del Rey, CA 90292

01/07/12	02/04/12	03/03/12
04/21/12	05/12/12	06/09/12
07/07/12	08/04/12	09/08/12
10/06/12	11/10/12	12/01/12

Complimentary
Brunch

President: WRS Central 818-995-6646
Vice Pres: Patricia Norwine 310-437-3808

Members: \$37.00 for 1 or \$96.00 for 3 (\$32.00 each)
Visitors: \$41.00 All pay-at-door: \$46.00
In order to transfer reservations you must call by Wednesday 5:00 pm prior to the meeting. Call the V.P. if you have questions regarding the status of your reservations.

■ See Reservation Instruction Box below.

Venue does not provide special meal requests or substitutions.

Buy 3 & Save!



+ West L.A. Breakfast 8:00am - 10:00am

Early Networking: 7:45 am

The Olympic Collection

11301 Olympic Blvd., Los Angeles, CA 90064

01/27/12	02/24/12	03/30/12
04/27/12	05/18/12	06/15/12
07/27/12	08/24/12	09/28/12
10/26/12	11/16/12	12/07/12

Free Parking

Complimentary
Breakfast
Buffet

President: Diane Curran 818-789-5115
Vice Pres: Larry Spinak 310-314-1506

Members: \$31.00 for 1 or \$72.00 for 3 (\$24.00 each)
Visitors: \$33.00 All pay-at-door: \$38.00
In order to transfer reservations you must call by Tuesday 5:00 pm prior to the meeting. Call the V.P. if you have questions regarding the status of your reservations.

■ See Reservation Instructions box below.

Venue does not provide special meal requests or substitutions.

Buy 3 & Save!

*** Beverly Hills/Westside Central 6:00pm - 8:30pm**

Featuring:
Member of the Month Awards - Speaker/Sponsor
10 Second Acknowledgements - Networking Exercise

Early Networking: 5:30 pm

Beverly Hills Country Club

3084 Motor Ave., Los Angeles, CA 90064

Free Valet Parking
Enter on Motor

01/12/12	02/09/12	03/08/12	Complimentary Chicken or Vegetarian Dinner
04/12/12	05/03/12	06/07/12	
07/12/12	08/09/12	09/06/12	
10/11/12	11/08/12	Dec Dark - See Awards Banquet	

President: Laura Arnold 310-850-5666
Vice President: Larry Spinak 310-314-1506

Members: \$46.00 for 1 or \$120.00 for 3 (\$40.00 each)
Visitors: \$50.00 All pay-at-door: \$54.00
In order to transfer reservations you must call by Monday 5:00 pm prior to the meeting. Call the V.P. if you have any questions regarding the status of your reservations.

■ See Reservation Instructions box below.

Venue does not provide special meal requests or substitutions.

Buy 3 & Save!

+ West Valley Luncheon 11:30am - 1:30pm

Early Networking: 11:00 am

Maggiano's Restaurant

6100 Topanga Canyon Blvd., Woodland Hills 91367

01/09/12	02/13/12	03/12/12
04/16/12	05/14/12	06/11/12
07/16/12	08/13/12	09/10/12
10/15/12	11/12/12	12/03/12

Free Parking

Complimentary
Lunch Buffet

President: Lisa Cappleman 818-674-0742
Vice Pres: Karen Carns 818-768-9972

Members: \$39.00 for 1 or \$99.00 for 3 (\$33.00 each)
Visitors: \$42.00 All pay-at-door: \$47.00
In order to transfer reservations you must call by Wednesday 5:00 pm prior to the meeting. Call the V.P. if you have questions regarding the status of your reservations.

■ See Reservation Instructions box below.

Venue does not provide special meal requests or substitutions.

New Pricing

Buy 3 & Save!

KEY * = WRS Central Meetings
+ = WRS Traditional Meetings

Save
When you buy 3 meetings at a time!!!



Worthwhile Referral Sources

818-995-6646 / 714-520-4620 / wrswrs.com
13547 Ventura Blvd., #374, Sherman Oaks, CA 91423

■ Make check payable and mail to WRS or charge by phone 818-995-6646.
Policies: Pre-paid reservations must be received 5 business days prior to the meeting in order to take advantage of the discounted rate. Otherwise the pay-at-door price applies. If you prepay for 3 meetings in the same chapter you can reserve up to 2 business days before the event. See front page also.

★ BUY MORE & SAVE ★

Did you know that you can save an additional 10% off your meeting reservations when you reserve for 12 meetings or more?

This is in addition to the savings you already get when you reserve for three meetings at a time!

Buy 12 Meetings &
Get An Additional 10% Discount!
See page 5 for details and a reservation form.

★ SPECIAL EVENTS ★

WRS 35th Anniversary
Celebration

Join us to celebrate 35 years
of helping your business do more business!

June 21, 2012 - 5:00 PM

Beverly Garland Holiday Inn

Cost of this event is different than monthly meeting
Family & friends welcome!!!

WRS Annual
Awards Banquet

At this event, we honor the
Member of the Year,
Entrepreneur of the Year,
Networkers of the Year and more.
Don't miss this gala event.
Cocktail attire, please.

December 13, 2012 - 5:00 PM

Beverly Garland Holiday Inn
Family & friends welcome.

Cost of this event is different than
monthly meeting

Save

When you buy 3 meetings at a time!!!

Why should you be a part of an Exclusive Chapter?

Because members tell us it's a challenge to find the time to arrange in-depth one-on-one relationship building appointments with other WRS Members.

So, WRS has the solution for you! Exclusive Chapters are designed to augment your networking at "Traditional" WRS Meetings. Traditional Chapters usually have a larger audience! However, at an Exclusive Chapter you have the opportunity to build a "referral sales team" with a group of WRS Members instead of one at a time.

Not only will you be the only one in your category in a chapter near you, members have concentrated, focused and consistent time to share about each other's business and become skilled at how to best refer business to one another. Please see next page for specific exclusive meeting information.

Business Marketing
Coaching and Training

When you are ready to move
your business to the next level...



WRS SEMINARS & WORKSHOPS

See below



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Seminars & Workshops

All seminars and workshops are taught by WRS President and Sr. Marketing Consultant, Nancy Sardella.

Locations to be announced!

"Networking In WRS" Seminar

Learn how to maximize the benefits of your membership.
FREE to members. Reservations are required. Seating is limited.

February 8, 2012	Wednesday
May 9, 2012	Wednesday
August 8, 2012	Wednesday
November 7, 2012	Wednesday

2:30 pm - 6:00 pm Seminar

Location TBA.
E-Ticket needed to enter.

"Round Robin" Workshop

How to get results from your Round Robin.
Must be prepaid & reserved. Seating is limited.

March 14, 2012	Wednesday
October 10, 2012	Wednesday

Location TBA.
E-Ticket needed to enter.

Weekdays: 3:30 pm - 8:00 pm Seminar (Approx.*)

*Note: Ending time of workshop depends on various factors.

New & Improved "Marketing Your Business" Workshop

Create an effective and state of the art marketing plan for your business. Learn how to implement your marketing plan efficiently and cost effectively. Must be prepaid and reserved. Seating is limited.

February 29, 2012	Wednesday
August 22, 2012	Wednesday

Weekdays: 2:00 pm - 8:30 pm (Approx.*)

*Note: Ending time of workshop depends on various factors.

Location TBA.
E-Ticket needed to enter.

"Non-Selling Sales Method"

Private Coaching with WRS President & Sr. Marketing Consultant, Nancy Sardella

How to get your customers to say "yes" easily and close 80% of the time, without ever hard selling! This Sales Training coaches you through creating a customized sales presentation so you close more sales. One on one phone coaching sessions with our Sr. Marketing Consultant, Nancy Sardella, who coaches you through the workbook process of creating an effective and comfortable sales presentation and practices with you to be sure it works!

Please call the WRS Central Office at 818-995-6646 for additional details.

WRS "Exclusive" Chapters Upcoming Events:

One Business/Profession per Category!

If you would like to be a part of any Exclusive Chapter - Call the Central Office at 818-995-6646 or 714-520-4620.

Burbank Luncheon "Elite 'Plus'" 11:30 am - 1:30 pm

Coast Anabelle Hotel
2011 West Olive Ave. Burbank, CA 91506
Must Pre-Reserve. No Walk Ins. No Pay At Door. *

01/26/12	02/23/12	03/29/12	04/26/12
05/24/12	06/28/12	07/19/12	08/23/12
09/27/12	10/25/12	11/29/12	Dec - Dark

Members:
Assigned Chapter
\$99 for 3

Visitors:
Members & Non Members
\$38 for 1

New Chapter

Oriental Chicken Salad or
Vegetarian Lunch

Newport Beach Luncheon 11:30 am - 1:30 pm

El Torito
951 Newport Center Dr., Newport Beach, CA 92660
Must Pre-Reserve. No Walk Ins. No Pay At Door. *

01/23/12	02/27/12	03/26/12	04/23/12
05/21/12	06/25/12	07/23/12	08/27/12
09/24/12	10/22/12	11/26/12	12/17/12

Members:
Assigned Chapter
\$96 for 3

Visitors:
Members & Non Members
\$35 for 1

New Pricing

Complimentary Lunch

Santa Monica Breakfast 8:00 am - 10:00 am

Spitfire Grill
3300 Airport Ave., Santa Monica, CA 90405
Must Pre-Reserve. No Walk Ins. No Pay At Door. *

01/17/12	02/14/12	03/13/12	04/17/12
05/15/12	06/12/12	07/17/12	08/14/12
09/11/12	10/16/12	11/13/12	12/11/12

Members:
Assigned Chapter
\$81 for 3

Visitors:
Members & Non Members
\$32 for 1

Complimentary Breakfast

Sherman Oaks "Elite" 12:00 pm - 2:00 pm

Valley Inn Restaurant
4557 Sherman Oaks Ave., Sherman Oaks, CA 91403
Must Pre-Reserve. No Walk Ins. No Pay At Door. *

01/10/12	02/07/12	03/06/12
04/03/12	05/01/12	06/05/12
07/10/12	08/07/12	09/11/12
10/02/12	11/06/12	12/04/12

Members:
Assigned to Chapter
\$108 for 3

Visitors:
Members & Non Members
\$41 for 1

Complimentary Lunch

West Hollywood "Elite" 12:30 pm - 2:30 pm

Palm Restaurant
9001 Santa Monica Blvd., West Hollywood, CA 90069
Must Pre-Reserve. No Walk Ins. No Pay At Door. *

01/09/12	02/06/12	03/05/12	04/09/12
05/07/12	06/04/12	07/09/12	08/06/12
09/10/12	10/08/12	11/05/12	12/03/12

Members:
Assigned to Chapter
\$135 for 3

Visitors:
Members & Non Members
\$52 for 1

New Pricing

Complimentary Lunch

Westlake Village "Elite" 7:30 am - 9:30 am+

Plug Nickel
717 Lakefield Rd. Westlake Villag, CA 91361
Must Pre-Reserve. No Walk Ins. No Pay At Door. *

01/25/12	02/29/12	03/28/12	04/25/12
05/23/12	06/27/12	07/25/12	08/29/12
09/26/12	10/24/12	11/28/12	Dec - Dark

Members:
Assigned Chapter
\$81 for 3

Visitors:
Members & Non Members
\$32 for 1

Complimentary Breakfast

**Be the only one in your category
at a meeting!**

The **WRS** Slogan is ...

"What kinds of referrals are **you** looking for?"

Be sure to use it often and watch what happens!



Worthwhile Referral Sources

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13547 Ventura Blvd., #374, Sherman Oaks, CA 91423

*** Must Pre-Reserve. No Walk Ins. No Pay At Door.**

Call the WRS Central Office for category availability and meeting reservation assistance.

818-995-6646 / 714-520-4620

WRS Meeting Order Form - Plan Ahead & SAVE!

Reserve for 12 Meetings & Get An Additional 10% Discount!!!

Please print this page and fill out completely and make sure you indicate which Chapters you wish to attend.

Also, please complete ALL appropriate boxes underneath each Chapter.

Three meeting price applies to the same Chapter ONLY. Remember, you must reserve via fax or email only, for 12 events at a time, to receive the additional 10% discount. The discount cannot apply to WRS "Exclusive" Chapter meetings. Sorry, phone orders cannot be taken for 10% discount to apply.

All other WRS reservations policies apply.

— Chapter: _____ Circle Months
 Location: _____ 1 2 3 4 5 6 7 8 9 10 11 12
 One Meeting \$ _____ *Three Meetings \$ _____
 Other _____ Total \$ _____
 Date (s): _____

— Chapter: _____ Circle Months
 Location: _____ 1 2 3 4 5 6 7 8 9 10 11 12
 One Meeting \$ _____ *Three Meetings \$ _____
 Other _____ Total \$ _____
 Date (s): _____

— Chapter: _____ Circle Months
 Location: _____ 1 2 3 4 5 6 7 8 9 10 11 12
 One Meeting \$ _____ *Three Meetings \$ _____
 Other _____ Total \$ _____
 Date (s): _____

— Chapter: _____ Circle Months
 Location: _____ 1 2 3 4 5 6 7 8 9 10 11 12
 One Meeting \$ _____ *Three Meetings \$ _____
 Other _____ Total \$ _____
 Date (s): _____

Order Form - Fax to 818 - 995 - 4515 PLEASE PRINT

The following section is required. Any forms where this section is incomplete will be returned.

Subtotal \$ _____
 Discount 10% only when 12 or more reserved - 10% \$ _____
 Total Amount will be charged in Full upon receipt of this order \$ _____

Name: _____ Phone: _____
 Business Name: _____
 Credit Card: _____
 Security Code: _____ Exp: _____
 Billing Address: _____

WRS Members Testimonials

"The problem with most networking groups is that they don't teach you how to network properly, so you get a lot of self-promoters pushing their products and services on you. WRS not only advocates and teaches the 'third party referral method' but it really works."

Chellie Campbell - Author

"The Wealthy Spirit and Zero to Zillionaire"

310-476-1622 www.chellie.com

"When I first joined WRS, I don't know which surprised me more; that such a friendly group was so professional, or that such a professional group was so friendly! WRS really focuses on teaching its members how to grow their businesses, and the members actively help each other generate that business, in a comfortable and upbeat atmosphere. The educational tools available are invaluable. Since I've joined WRS, my business has nearly doubled. I'm proud to be a part of the network, and to say I'm a Lifetime Member! Call me if you have any questions."

Larry Spinak - 310-314-1506 - www.CompuNerdsLA.com

"WRS IS THE LEADING NETWORK ORGANIZATION. That is a fact. It proves itself time and time again. Like everything in life, you get out of it what you put into it. The more you give referrals to other members, the more referrals you get. WRS teaches members how to build solid referral sources in the organization that actually produce new customers. WRS provides you a place to meet other like-minded business professionals who need your services and have clients, customers, colleagues, friends and family members who need your services. WRS offers you training, mentoring, marketing and advertising opportunities that you cannot find in any other networking organization. Feel free to contact me if you have questions."

Douglas Christian - Life/Health/Disability Income Specialist
818-726-3684 - www.NMFN.com/DouglasChristian

"I joined WRS as a way to build my business and it has more than doubled! Networking in WRS really works! WRS has taught me that marketing is the most important part of creating a successful business."

Evelyn Siegel, Cash Flow Services
310-826-4847 • cashflowservice.com

WRS and Emails...

WRS does 98% of its communication with members via email.

If you are not receiving emails from us, it is because we don't have your email address or we are not in your address book.

Here is what you might be missing...

Discounts on WRS Services, Upcoming Events, Meeting Status (some sell out), Policy Updates/Changes, New Member Tips and more.

If you are receiving emails...

Please make sure you read them. We know you are busy, however, take a couple of moments to review them so you are not missing any vital information.

818-995-6646 / 714-520-4620

info@wrswrs.com

FAX 818-995-4515

Call the WRS Central Office for category availability and meeting reservation assistance.

818-995-6646 / 714-520-4620