

# BILL DOERR, CCO

*Your Next Great Guest or Speaker!*



Bill's ability to help business consultants and professional advisors leverage their personal and business relationships translates into practical insights your audience can use to get more clients and, as a result, earn more money.

*His clients enjoy a 100% Money-Back Satisfaction Guarantee — so he's either nuts as a bunny or sharp as a fox. Here's a suggestion . . . bet on the fox!*

Bill's signature coaching program is called: ***Get More Preferrals, NOW!***

He's walked wolves (no joke!), sold insurance (CLU, ChFC), consulted for a prestigious trade association (LIMRA International), sold sales training (Sandler Training) and coached recognized experts worldwide, (Mirasee.com).

Being passionate about *systems* and *process*, Bill's vast experience will help your group members address factors that limit growth and shrink profits.

## How To Leverage Your Relationships To Grow Business

### Bill's Presentation in a Nutshell:

Business people are, regardless of their position, responsible for revenues. Their position may not be called 'sales' but each person on a business' team adds value that generates revenues in some way.

People do business with people. People who know, like and trust you are the people who can best influence others to work with you.

Each of us has a network or Sphere-of-Influence of people. Some of whom can best understand, value, desire and afford the benefits of the problem-solving products, programs or services you offer.

The 4 keys to leveraging relationships to generate revenues are:

1. Deciding WHO you can best serve and WHY they'll prefer you
2. Identifying WHO can introduce you to these people
3. Generating INTRODUCTIONS to people of value to you, and
4. FOLLOWING-UP until someone's Lifetime Value is fully realized

The presentation ends by providing a 'checklist' of basic actions that can help put this kind of a system in place in any organization.

## How To INTRODUCE . . . Bill

Bill helps his clients build, implement and maintain a SYSTEM to help them:

- 1) **get more clients**, and
- 2) **earn more money** . . . by design, not accident

His unique coaching program helps clients do 3 things:

1. **SEE . . . MORE PEOPLE** than they are now
2. **SEE . . . MORE PROFITABLE PEOPLE**, and
3. **FOLLOW-UP** to fully realize their lifetime value

He's an ATD-certified coach who built his career in sales and marketing positions in the US, Europe and Asia that reflect his passion for people and business.

He likes to say, "**Thanks to the internet and a headset, I can now work with clients anywhere, anytime to help them grow their business by design, not accident!**"

And, with that, I'm delighted to introduce to you . . . Bill Doerr!"

**DELIVERY TIME:** *as little as 15 minutes, or . . . an all day workshop*



Bill Doerr, CCO  
GetNewClientsNOW.com  
40 Devonshire Way  
Kensington, CT 06037

TEL: (860) 798-6964  
EMAIL: [billd@getnewclientsnow.com](mailto:billd@getnewclientsnow.com)  
WEB: [www.getnewclientsnow.com](http://www.getnewclientsnow.com)  
ZOOM: <https://zoom.us/j/6727162748>



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