

Legal Marketing Webinar: 8 Proven Tools to Double Your Law Firm Referrals in 6 Months...Or Less

By: Stephen Fairley

<http://www.TheRainmakerInstitute.com>

Discover the secret of **how to increase your referral base and grow your law firm** by [signing up](#) for this live webinar on **Wednesday, Aug. 18 at 2 p.m. ET**, hosted by yours truly.

Referrals are a critical cornerstone of growing your law firm.

Do you know where your referrals are coming from?

Do you have a plan in place to grow your referral base?

Do you know your best referral sources?

One of the most effective ways to grow any business is through referrals. In this comprehensive 60-minute webinar, I will share the **8 Proven Tools to Double Your Referrals in 6 Months... Or Less**.

We'll break down the essential components of referral generation and which tools will open the door to new clients.

You will discover:

- Problems with Relying on Random Referrals
- **Top 5 Sources** for Referrals
- The Number One Reason **why attorneys do not receive more referrals** from clients
- 5 Tools for **educating your current and new clients** about your ideal referral
- How to **get more referrals from other professionals**
- 8 methods of **staying connected with your professional referral sources**
- How to **use Social Media to build your referral base**

This event will be presented live by phone with a web connection available for those wishing to view the presentation on their personal computers. Internet access is not required for phone-only participants. A copy of the presentation and downloadable materials will be provided after the event.

The details again:

Wednesday, August 18th at 2pm ET

(1pm CT, 12pm MT, 11am PT)

Duration: 60 minutes

Register online: <http://www.avantresources.com/store/events/8-proven-tools-to-double-your-law-firm-referrals-in-6-monthsor-less>

Stop Wasting Precious Time and Money

Feel like you don't have time for marketing? Let us show you how to make a plan that runs on "autopilot" – one that attracts new and lucrative clients while you focus on your practice.

Learn how easy it can be to create an effective law firm marketing plan that performs by getting our [Free Guide: 5 Easy Steps to Create Your Law Firm Marketing Plan](#).

After working with many ultra-successful lawyers we found five common threads in their marketing plans. This guide outlines these shared elements to provide insight into strategies that work and how to make them work for you.

There are two versions: one for Attorneys in Solo Practice and one for Attorneys in a Small Firm. You can [download](#) them now free!

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Stephen Fairley is a nationally recognized law firm marketing expert and has helped more than 6,000 attorneys from hundreds of law firms across the country to discover the secrets of generating more referrals and filling their practice.

He is the international best-selling author of 10 books and 5 audio programs.

He has appeared in the American Bar Association Journal, Entrepreneur, Inc., Fortune Small Business, Harvard Management Update, Business Advisor, the Chicago Tribune, Crain's Chicago Business, and on the front covers of AdvantEdge and Choice magazines.

Stephen is a member of the prestigious National Speaker's Association and his Rainmaker seminars have been sponsored by more than 20 of the largest state and local bar associations in the country.

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