

THEO ANDROUS

Referral Coach™

Theo Androus has been certified as an expert Referral Coach™ by Referral Coach International. Theo works closely with individuals and organizations within the financial services industry to help them increase the profitability and effectiveness of their businesses.

His expertise in the areas of Referral Generation, Business Development, Practice Management, and Client Retention have made him a frequent and popular presenter at industry meetings and conferences.

Theo is an incredibly dynamic speaker. When Theo gets in front of an audience, it becomes obvious that he's an extremely sharp and gifted speaker who will bring them real-world solutions with specific, actionable strategies. Almost every time we send Theo out to a client, they want him back for more programs.



SEMINARS AND TRAINING PROGRAMS

Sales Management

- Building a Stronger Referral Culture
- Managing to Break Quotas
- The Five Keys to Superior Sales Management

Sales & Marketing

- Prospecting for Introductions
- Creating Unlimited Referrals®
- Qualify Hard, Sell Soft
- Motivating Your Client to Yes!
- Powerful & Professional Negotiation
- Avoiding Common & Deadly Sales Mistakes

Theo's Clients Includes:

AIM, Allstate, Citigroup, Fidelity Investments, Guardian Financial, ING, Jefferson Pilot, Manulife

REFERRAL COACH
INTERNATIONAL

800 488 5464
info@referralcoach.com

www.ReferralCoach.com

"I've booked Theo for 14 events because he consistently delivers content-rich programs that audiences love. His ability to connect and captivate make him one of the best speakers we have ever used. He is a meeting planner's dream!"

Laurie Fitzgerald
Financial & Insurance Conference Planners Association

"Theo's programs produce results – bottom line. That's what matters most to me. His ability to connect with financial advisors at every level and provide specific business-building strategies has made him an invaluable resource."

Ed Nassar
Regional Director
Henderson Global Investments

"The program Theo did for us was so successful that one attendee went back to his office that afternoon and, without provocation from us, called nine of his colleagues and convinced them to drive an hour to hear Theo speak the following day. In my twelve years in the financial services industry, I've never seen a speaker have that type of immediate impact."

Richard Faatz
Regional Sales Director, MassMutual Financial Group