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Orange County Chapter

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CliftonLarsonAllen

What is Working in Business Development?

Trends in Lead Generation & Effective Sales Approach

EVENT DETAILS

Wednesday, March 21

11:30—1:30 PM

2 CRC Credits Available

The Pacific Club

4110 MacArthur Boulevard, Newport Beach

\$65—RMA Members

(Associate or Professional)

\$75—Non Members

Our Banking Business Development Officers Panel will explore new tools and trends in lead generation, prospect research and pre-call planning, as well as effective approaches to the new client conversation. What is new, what still works and what does not work in 2018.

Moderator: Steve Casselberry, Musick Peeler & Garrett

Panelists:

Missy Stern, Bank of the West

Thomas Lowrey, Wells Fargo

Kate Armado, Opus Bank

Scott Jones, White Nelson Diehl Evans, LLP

**Business Development Workshop Following Luncheon: 2:00 – 3:30 pm
Included with Event Registration**

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REGISTRATION INFORMATION

NAME _____ COMPANY _____

GUEST _____ COMPANY _____

ADDRESS _____ CITY _____ ZIP _____

PHONE _____ EMAIL: _____

PAYMENT INFORMATION

VISA CARD# _____

MC EXP _____ CVC _____

AMEX

**NO CANCELLATIONS
AFTER 5:00 PM
March 15, 2018**

[REGISTER ONLINE HERE](#)

You can scan and email this registration form to events@rmaoc.org or Call 714-267-5281

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