# 2016 MDRT Annual Meeting e-Handout Material

**Title:** Presented in Mandarin Language: Get Referrals

from Your Clients

Speaker: Zheng Yu (Nick) Wu

**Presentation Date:** Tuesday, June 14, 2016

**Presentation Time:** 3:30 - 4:30 p.m.

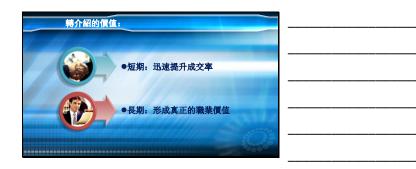
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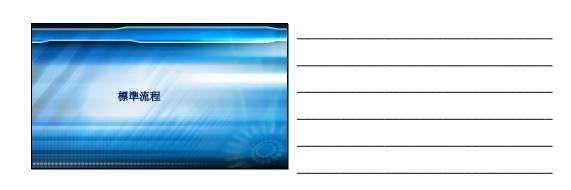
## Slide 2

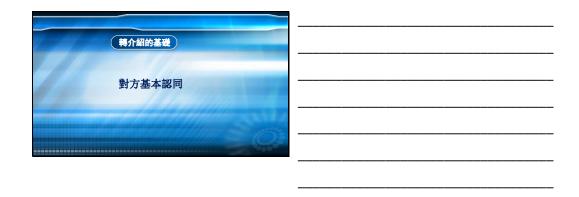


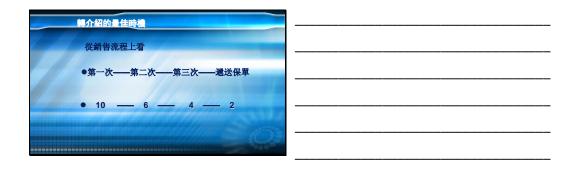




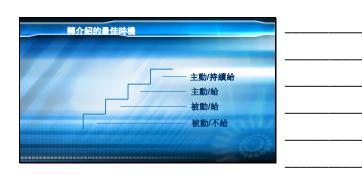
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## Slide 8







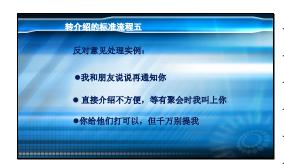
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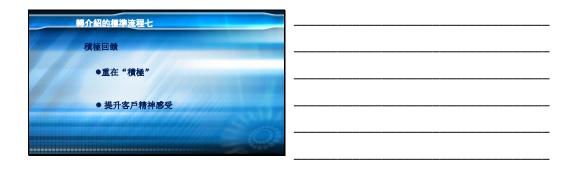
Slide 13

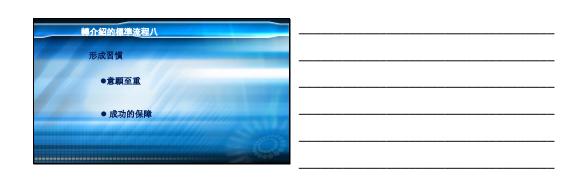






Slide 16







Slide 19

