

Networking for Increased Sales

Learn how to:

- Use networking events effectively to increase quality referrals.
- Select events and groups that have the best ROI for your time.
- Prepare for networking events.
- Know how to make a good first impression.
- Set personal and business goals based on event.
- Recognize the "do's and don't's" of networking.
- Follow up in a meaningful way.
- Develop quality referral sources.

2011 sessions: Feb. 10, Apr. 22, Sept. 29

2010 sessions: Mar 25, June 9, Oct. 1

2009 sessions: Aug. 4, Sept. 22, Nov. 11

Previous participants have said:

This seminar WILL make me more effective in meeting my goals.

Nick Schommer, Manufacturer's Agent, Tech-Source

Very informative, straight to the point about how to maximize networking potential.

Mike Larson, Larson Records Management

I learned many techniques that I am eager to use at the next networking event!

James Ford, Larry Ford & Associates (Financial Planners)

Unusual, splendid group interaction orchestrated by Steve

Mike Fronk, Networked Business Computing

I consider myself to be an extremely effective networker, so the fact that I came away with an improved process feels impressive to me.

Betsy Desmond

Being new to networking, very informative! (Wish I'd had this 6 months ago!)

Larry Duncan, Job Developer, Workabilities

Excellent program; teaches you how to focus your efforts to be a more successful networker.

Lenny Segal, Attorney, Oberman Thompson & Segal

Provided good structure & process for networking

Scott Allan, The Allan Labor Group

Session was very informative and provided real world information to use at my next networking function.

Jeffry Wosje, Vice President, Center National Bank

Very informative! I will be more confident at my next networking event.

Chris McLeod, Financial Advisor, Waddell & Reed

This program provided me the real reason for networking and that is the most effective item in making a sale

Stacy Jorgenson, Assoc. Dir., Career Services, DeVry University