

NETWORKING 101: MAKING EVERY CONTACT COUNT™



If you think you're a great networker, ask yourself the following questions:

- Do you attend Networking Events and leave with qualified leads?
- When you meet potential customers, can you describe your business in a quick, yet compelling way?
- Are you able to make small talk with absolutely everyone you meet?
- Can you keep conversations going and turn them into sales opportunities?
- Do you know the #1 secret of effective networking?

If you answered no to any of these questions, this seminar is for you! (And also for co-workers, friends in transition, and new college graduates!)

The ability to network effectively and make small talk is vital to success yet putting those skills into practice is not as easy as it looks. Everyone knows how to talk, but not everyone knows what to say!

Join us for this interactive workshop to learn how to maximize the money you spend on networking events. You'll leave with practical, easy to follow tips PLUS you'll learn how to build relationships and make meaningful connections for everything from new jobs to new business to new friends. Bring business cards and your existing elevator pitch!

Taught by Sandy Sloane, CEO of Solutions by Sloane and creator of Networking 101, her program has been used nationally by global telecommunications giant Comcast to help their Business Account Executives go from "worst to first" in generating new business. Other companies utilizing Sandy's workshops have included wealth management firms, universities, chambers of commerce, and non-profit organizations



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