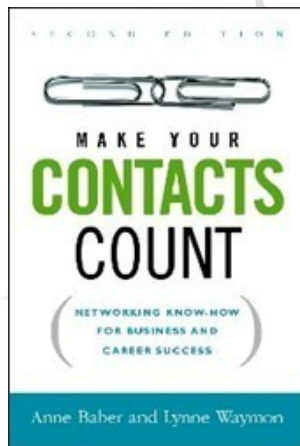


*“The first step to getting the things you want out of life is this:
Decide what you want.” Ben Stein*

Networking Skills: Making Your Contacts Count

July 7, 2010 9 am - noon

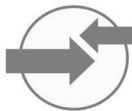
Create, Cultivate & Capitalize on Networking Relationships & Opportunities



This workshop is based on the book
Make Your Contacts Count
***(Networking Know-How for Business
and Career Success)***
by authors Anne Baber and Lynne Waymon.

Copies of the book will be available for
purchase at the seminar.

**Featured Speaker and
Certified Contacts Count
Trainer:
Belinda H. Willis**



Focusing on Solutions, LLC

Helping people get from where they are
to where they want to be



Are you a natural-born networker? Not likely, but don't worry; you're not alone. Most people's networks are under-developed. People join groups and then assume that they will have networking relationships with the other members. Fewer than 15% of professionals surveyed say, "Yes, I have the network I need to get the job done." If you don't have the network you need, register for this seminar.

Learn skills that will dramatically increase your impact in the marketplace, whether you work inside a large organization or you are self-employed. Jump-start your networking plan by getting great ideas from others, and get your questions answered by someone who has used the principles and know that they work!

Some of the things we'll talk about:

- What networking is and what it's not
- How to approach networking events strategically
- How to showcase your expertise
- How to envision the ideal network
- Best ways to demonstrate your character and competence

So whether you are an experienced networker looking to enhance your networking skills, or you're a networking novice seeking to build your networking relationships - this seminar is for you.

Put the tools of networking to work in the service of your business and career goals.

Register by emailing Belinda@BHWillis.com or register online at www.PTALTD.com

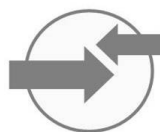
Pre-registration is required and due seven (7) days before the training date.

Check and major credit cards accepted.

Cost per participant is \$65.

This seminar will be held from 9am to 12 noon at
Mid Atlantic Commercial Realty, Rt. 17 in York County.

Sponsored by



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