

Networking for Busy People™

7 Secrets to Crucial Connections When It Counts

Relationship marketing isn't free. It takes time...and time is money.

You've been working hard at this thing called business networking.

You are doing what you thought were all the right things trying to build relationships that pay off but still not quite getting what you need.

Now, more than ever, you can't afford to waste time in organizations, with people and activities that don't move you toward your goals. It is time to connect with a fresh perspective and *turn your network upside down*.

If you...

- are ready to play a bigger game
- want best practices that keep your network engaged with you
- are ready to trade the "busy work" involved in networking with laser focus
- want to get to the heart of what makes this crucial relationship tactic work

...then join Kathie Nelson, the Busy Professional's Business Strategist, for this revolutionary strategic networking workshop! This half day program is packed with incredibly powerful practices you will use every day for the *rest of your life!*



Kathie takes the overwhelming, makes it simple and knows how to get things done. I've saved so much time by tapping into her resources and applying her strategies. ~ Realtor

Participants will leave with

- a Power Word Bank—which quickly builds rapport, communicates value, and closes the next step.
- the Dynamic Question Formula to open any conversation and intelligently direct to a mutually beneficial close
- the Secret of the Networking Two-Step—how to know how much to give when your networking partner wants to take
- the Super Connector Principle to build your personal brand and attract power partners to YOU!
- the Busy People's Action Planning Tool to keep your activities productive
- and more....

OK...are you interested? Quit sputtering along. Contact us today! Join highly motivated professionals, just like you, who are taking charge in this new economy. **Space is limited.** Indicate your interest by contacting Kathie@KathieNelson.com or call 503-641-4354. Note your payment preference. We accept credit cards, checks, and PayPal.

When:

- Wednesday April 29, 2009
 - 7:30am Registration & Networking
 - 8am—1pm Workshop
 - Cost: \$169* Early Registration
- Includes light breakfast, box lunch & workbook.*
*\$189 after 4/22/09

Where:

Fairfield Inn by Marriot
6100 SW Meadows Road
Lake Oswego, OR 97035
(503) 670-7557

This Networking for Busy People™ program sponsored by:

**Wendall Pelham, Principal,
The Answer Group, LLC.**

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