

Learn to Love Networking

The first stage in sales is the first connection to a prospect. First impressions are critical.

Everyone in the company can and should be contributing to generating leads through their encounters at events. Yet, most fear entering a room where they don't know anyone.

This interactive, role playing workshop will put people at ease and even excited at how quickly they can change their perspective and work a room. They will learn how to create dozens of positive first relationships.

This workshop has value to every employee both in their business and personal life. It fits into any and all B2B sales training processes where relationships are critical.

This course is for employer sponsored and hosted programs. Class facilities are provided by employer. Note the minimum cost stated in tuition. Payment of 50% is needed to hold a workshop date. Maximum class is 25 participants.

What did a recent workshop participant have to say?

I have been applying your fundamentals from the Learn to Love Networking workshop over the past month or so with good success. I attended the Environmental Business Council (EBC) winter garden party last evening and was really implementing much of what you had taught us during your training session. Last evening I had at least 20 or more conversations during my 2.5 hours at the event and made at least 10 new contacts and moved about the room continuously. I employed a patient approach and was comfortable standing on my own and waiting for my intro or entry into another conversation/meeting.

Thanks for your training class as it was very insightful and helpful and I have enjoyed applying the skills!

Jason R. Chrzanowski, Project Manager, GZA, Norwood, MA

For further information and to reserve your workshop date call Doug Reed at 617-758-7000 or email dreed@fostergrowth.biz.

If your company has 100 or fewer Massachusetts located employees their tuition can be covered by a 50% Workforce Grant. To register your firm for Workforce programs and to register for the workshop [Click Here](http://bit.do/cWDxs). (<http://bit.do/cWDxs>)



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Douglas Reed, P.E. of FosterGrowth.biz