

POWER CONNECTING: CRUCIAL SKILLS FOR SUCCESS



What You Will Learn

This five-series program will cover strategies that will help business developers and marketers in the A/E/C Industry with the challenges of building relationships and creating opportunities. You'll learn how to turn connections into potential revenue for your firm. This hands-on and interactive approach will focus on:

- The importance of a Power Connecting system
- Mastering follow up techniques
- How to present yourself with confidence and conviction
- Revenue generation that you can anticipate and predict
- Boost your revenue generation with account-based BD & marketing

You will gain insight into key strategies, how to strengthen your relationships, create referrals and generate revenue.

To register please send an email to:

mbolden@palaceconst.com or gina.kaelin-westcott@insperity.com

\$25 per session or \$100 for the series



JAN 12, FEB 9
POWER CONNECTING

MAGGIE BOLDEN
& GINA KAELIN-WESTCOTT
BD ROUNDTABLE

MARCH 23
POWERFUL AND
PERSUASIVE
COMMUNICATION

DENA WYATT
MARKETING EVOLUTIONS

APR 13
USING SOCIAL
MEDIA IN BUSINESS
DEVELOPMENT

KIMBERLY WERNER
SMALL GIANTS

MAY 11
BUILDING REVENUE
WITH ACCOUNT-BASED
BD & MARKETING

DEB SCHINDLER
RED HOUND STUDIOS

All workshops are held from
11:30 am - 1:00 pm
at Palace Construction
7 S. Galapago St., Denver, CO

Maggie Bolden
Dir of Client Relations
Palace Construction

Gina Kaelin-Westcott
Business Performance Advisor
Insperity