

*Planning a meeting or conference?*

**Help Your Members Go Beyond the Standard Meet and Greet.**

**Give Them the Edge with Networking Know-How**



## What People Need

Why do people join organizations and go to meetings? Primarily for *three* things: **Information, Inspiration and Interaction.** Meeting organizers can almost guarantee that participants will get the first two from speakers and well planned programs. But, it's much harder for planners to make sure that attendees make contact on more than a superficial level. Conversations are often filled with common rituals, such as, "What's new? Not much, you? Not much. Nice weather we're having." Or, you may hear your members say, "Well, I know I should come to these networking events but I just don't know what I'm doing."

## Help Members Maximize Their Investment in Your Organization

*Schedule an energizing "Networking Know-How" Seminar with Marcia Hall!*



Seminars are based on Contacts Count, which is a nationwide training company that helps people make the most of the networking experience.

## "Networking Know-How" Seminars Can Include:

- ◆ Mastering the three key moments that happen every time you meet people
- ◆ Ways to avoid the "what do we talk about now?" plight
- ◆ Answering "What do you do?" in an effective way
- ◆ Remembering names, teaching your name, and what to do if you forget a name
- ◆ Advancing through the 6 stages of networking relationships
- ◆ A self-assessment quiz to rate the quality of your relationships
- ◆ How to attract more leads and referrals
- ◆ Joining and exiting groups of people who are already talking
- ◆ Ending conversations with the future in mind
- ◆ Follow through and how to stay in touch for long-term benefit

The seminars are upbeat, interactive and fun. Networking is broken down into steps and members are given practical tools that feel comfortable to use. Members will learn what to do, but more importantly, will be **shown how** to network. The length of the seminar will be customized to meet the needs of your members.



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◆ **COUNTS**

**Marcia Hall**  
Professional Speaker and Trainer

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## About Marcia Hall

Professional Speaker and Trainer

Marcia Hall has over 20 years experience in communications, public relations, writing and training expertise. She was an executive director of a Chamber of Commerce for 11 years. A Certified Contacts Count Presenter, Marcia has also earned the CTM qualification in Toastmasters and is a member of the National Speakers Association. She is the lead instructor for the Anne Arundel Community College Nonprofit Leadership Development Program in Arnold, Maryland. Marcia is skilled in teaching individuals and groups how to feel comfortable while they are networking. Clients include corporate, association, government, nonprofit and educational institutions.



Certified Contacts Count Presenter



## What Clients and Participants Say

"Excellent, very informative, practical examples, valuable training for any business that wants to equip their staff to present effective company introductions."

*Nancy LaJoice, Baltimore Washington Corridor Chamber of Commerce*

"As a seasoned networker, I was able to find new tools to make the experience even more rewarding!"

*Linda Lee, USNA Alumni Association*

"I did not realize how much I didn't know about effective networking until Marcia Hall spoke on the subject at our Small Business Start-up workshop. Can you really afford to be ineffective? Find out how much you didn't know about networking when you attend one of her workshops."

*Tom Francovitch, Small Business Counselor*

*Small Business Development Center, Anne Arundel County, Maryland*

"This was so helpful. Whenever you introduce yourself, people want to know two things: how can you help me and why should I trust you. Marcia told us how to succinctly communicate both."

*Nellie Pharr-Maletta, Am-N-PM Computer Services*

It is great to have a game plan for my next networking event. Thank you, Marcia!

*Andrew Heidt, Annapolis & Anne Arundel County Conference & Visitor's Bureau*

"At this early stage of my career, this program was very helpful. Please know the tools learned today will be used for many years."

*Tiff Jones, The Baltimore Sun*

## To Book Marcia Hall

Please visit [www.reputationcounts.com](http://www.reputationcounts.com) to fill out the online form, or call Marcia at 410-987-0857. Fees vary depending on the length and scope of the presentation.



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