



Are your team members “putting off” networking even though it’s essential to your bottom line?

You can change all that! Let Chief Encourager Terry Nicholetti take your team through her unique **GetWorking Networking™** process for overcoming “network reluctance.” Through her dynamic workshop or inspiring keynote, your team will develop more confidence, and the skills to create effective, enjoyable connections that begin profitable business relationships.

Your team will learn how to:

- See procrastination as a source of information about themselves and their goals.
- Set realistic networking goals, based on building solid business relationships.
- Learn and remember names at networking events.
- Use the “four w’s and an H” to become a “comfortable conversationalist.”
- Answer “what do you do?” in a way that encourages conversation and helps to evaluate the potential of the connection.
- Use business news to warm up their cold calls, and establish their value as credible sources of business information.
- Begin the process of staying connected and building relationships.

I meet lots of people who understand the power of networking and building relationship but Terry Nicholetti gets it and knows how to inspire people to get out of their comfort zones and build new business relationships.

Alex P. Orfinger, Publisher, *Washington Business Journal*

Terry's ... workshop has given us an incredible boost of confidence with how to create a memorable, meaningful and efficient experience with new prospects or existing clients.

Guy S. Johnston, Executive Vice President/Retail Banking Manager, Cardinal Bank

Terry Nicholetti deepened her expertise in business development and networking during a career that spans 39 years of sales and marketing, public speaking, writing, and performing. During her six years with the *Washington Business Journal*, Terry showed business development professionals in over 200 organizations how to use business news to improve their success when making new connections through networking. She won a national award for her seminar, *Fill Your Sales Funnel*, which was adapted for presentation by many of the 41 papers in the American City Business Journals family. Terry is a member of the **National Speakers Association**, and authorized representative for *Washington Business Journal*, Constant Contact Email Marketing, and Contacts Count networking training.

**GetWorking Networking™ can be customized to meet your needs –
as a keynote address, an interactive workshop, and one-to-one sessions.
Call or email Terry today! 202-302-2403 terry@free2doit.com**