

The National Association of Women Lawyers®

presents



Networking Skills for Women Lawyers, Accountants & Business Executives

with **Susan Sneider**, author of *A Lawyer's Guide to Networking*
and **Gary Pines**, noted business development trainer and coach

Join us for a highly interactive training program designed to move you past the theory of networking to developing actionable individual game plans to enhance the value of your networks. This program will teach you how to shift from an ad hoc, reactive process to a disciplined practice of creating focused partnerships. Learn how to craft a personalized "elevator pitch," analyze your current contacts, build relationships and maintain and nurture your networks. You will leave with an understanding of the relationship between business development and networking as well as the critical differences between them.

The session's networking principles are immediately applicable and actionable and you will walk away with important "lessons learned" about not only what to do but how to do it.

This seminar, which is appropriate for both new and experienced professionals, includes presentations, individual exercises and small and large group discussions. There are no prerequisites and no advance preparation is required for this program—except for an upbeat attitude.

March 6, 2008 — 5 - 7 p.m.

Register now at www.nawl.org

Location: Morris Cafe, Duane Morris, 30 S. 17th Street, Philadelphia, PA

A networking cocktail reception will follow from 7 to 8:30 p.m.

Participation fee:

**\$250 for NAWL members and members of co-sponsor organizations and
\$275 for non-members (which will include new member registration for NAWL)**

Program will provide NJ and DE CLE credit.

Co-Sponsors: Deloitte Financial Advisory Services LLP and WolfBlock LLP