



## Attendance Certificate

Thank you for attending the following session:

### September Education Program

### How to Make Your Networking Work

**Wednesday, September 19, 2018 | 12:30 p.m. – 1:30 p.m.**

**1.0 hours for Continuing Education (CE) clock hours**

**CIC Domain A: Strategic Planning**

*MPITBA has aligned this program with the above Convention Industry Council (CIC) Domain;  
this is for self-reporting purposes and has not been pre-approved with CIC.*

**Speaker: Clinton W. Babcock, Partner, Sandler Training**

#### **Description:**

Ever go to a networking event and as you are leaving wonder to yourself why did I even go to this event? During this interactive program you will have the opportunity to share and discuss your biggest challenges with networking, learn from others about their best practices, and hear about strategies and techniques that you've never considered in order to make you more efficient. We'll answer some of the questions I hear the most:

- What events should I go to?
- How do I find the time?
- How do I get away from someone that keeps talking about themselves?
- What's the best way to introduce myself and/or my company?
- How do I follow up?
- How do I ensure I meet the people I want to meet at an event?

#### **Three Learning Objectives:**

1. Learn new networking strategies and techniques to maximize the time you invest in networking.
2. Share best practices and discuss areas of improvement in networking approaches.
3. How to ensure you meet the people you are looking to meet, whether for the purposes of business or professional development.