



ASSP General Meeting

September 16, 2021

8:30 am Networking
9:00 am Meeting start time

NIU Naperville Campus
Room #161
1120 E Diehl Rd
Naperville, IL 60563

Masterful Networking – How to Create Massive Amounts of Business from Your Networking Efforts

Presented by
Tom Kelly - Personal and Business Coach



Potential In Motion, Inc.
*Coaching to the edge of
what is possible™*

In this presentation, Master Certified Coach Tom Kelly will teach you the shifts that you need to make with respect to networking

- What you should do the minute you walk into the room to make every one want to talk to you
- Why elevator speeches aren't effective, and what to do about it
- How to open a conversation, quickly identify if you can add value for someone, and turn the conversation into an appointment within minutes
- How changing your beliefs around networking will improve your results ten-fold!
- The proper way to refer someone in order to double your effectiveness!
- How to get other people in the room to refer you business, within minutes of entering the room

In addition, if you attend this workshop, you will receive the following:

A complimentary "Business Breakthrough" Coaching Session – you'll have the opportunity to sign up for a 60-minute session where you'll identify exactly what you need to do to take your business to the next level