

Leadership

TODAY & TOMORROW
NAWMBA Conference 2009

Networking and Relationship Building Skills

Friday October 30, 2009

10:45 am - 11:45 am

Perfecting Your Pitch

Caroline Dowd-Higgins, Director of Career and Professional Development, Indiana University Maurer School of Law

First impressions are crucial and a great pitch empowers you to network to your best advantage. Your pitch is a customized and compelling marketing monologue used to excite your audience about what you have to offer. Learn how to develop your own pitch and focus on your strengths with humble confidence. This interactive session will give you practical strategies and pitching practice opportunities.

Noon - 1 (Lunch Workshops)

“Don’t Underestimate the Power of a Smile” – Mastering the Art of Interviewing

Silvana Carpanelli Hayes, Senior Recruiter, Ivy Exec

While the margins on your resume are important, don’t forget that employers are selecting individuals who have not only job-related experience, but who they believe will be a good fit in their business family. Ivy Exec will show how to outclass your competition by avoiding some of the interview mistakes that have derailed job hunters from reaching their goal. In this workshop, we will take you through the Do’s and Dont’s of interviewing as well as the 5 basic steps of your pitch.

The Art of the Business Lunch

Robin Jay, Business Relationship Expert

No matter what business you are in, you can improve your business by introducing a social aspect into your business relationships. People prefer to do business with people they like, and, for most people, there is no better way to get to know someone than by breaking bread with them. Taking a client to lunch is the most effective way to build **ultimate business relationships**. But a lot can go wrong **IF** you are not prepared!

Saturday, October 31, 2009

10:45 am - 11:45 am

Commanding Communication

Rebecca Cooke, President and Founder, RoundTableau

Description to follow

Noon - 1 (Lunch Workshops)

Leveraging Your Network

Emilie Cortes, MBA, CFA, Sales Executive, Axioma Inc

No women have the skills to be natural networkers but fear, lack of time, and preconceived notions often stop them from fully leveraging their networks. This session will be critical for conference attendees wondering how to maximize their conference and leverage their networks for both personal AND professional goals whether that's generating career opportunities, sourcing candidates for your employer, or supporting organizations you care about. Learn networking etiquette, how to approach others for help, and how to give back. We'll also touch on some tools, such as LinkedIn, at a high level that will help you manage your network efficiently.