



KELLEHER
ASSOCIATES
CAREER AND EXECUTIVE COACHING

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Four Glenhardie Corporate Center • 1255 Drummers Lane, Suite 103 • Wayne, PA 19087-1565

Wednesday,
March 7, 2012

Location

The Union League
140 South Broad Street
Philadelphia

ExecuNet Meeting

Networking 7:15 am
Presentation 8:00 am
Fee: \$25 in advance
\$30 at the door

Register for 7:30 a.m.
ExecuNet Meeting

Senior Roundtable

Networking "C" Level 9:30 am
- Pre-registration is required
as well as a professional
profile.

- GPSEG Members are pre-
qualified.

- No walk-ins.

Fee: \$20 in advance

Register and Qualify 9:30
Senior Roundtable

Hosted by:

Kelleher Associates, LLC
1255 Drummers Ln, #103
Wayne, PA 19087
Info: 610-293-1115

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EXECUNET NETWORKING MEETING

Wednesday, March 7, 2012 - 7:30 a.m.

The Union League of Philadelphia

Standing Out: Using Visual Strategies to Communicate Your Value Proposition and Differentiate Yourself

In a tight economy, there are many more candidates vying for a single job opening. In this intense environment, it is essential that you are able to not only articulate your value proposition, but also communicate it in a way that makes you stand out.

In the workplace, far too many people rely upon text and the spoken word. Since approximately 40% of people are visual learners, it is essential to expand your communication toolkit to include visual strategies. Through a series of hands-on and engaging activities, you will learn about and try out a very practical visual strategy for immediate use for both networking conversations and job interviews.

Presenter:

Paul Hilt, Hilt & Associates

Paul Hilt leads **Hilt & Associates**, where he designs and delivers workshops and other learning experiences in four key leadership development areas: strengths, innovation, communication, and change. For example, Paul has delivered over 170 Strengths Workshops to a wide variety of organizations across the United States and to a cumulative audience of over 5,000 participants. Some of Paul's workshop clients include ARAMARK, Morgan Stanley, Penn State University, Leadership Centre County, Citizens Bank, Social Security Administration, AstraZeneca, New York University, Girl Scouts of USA, and Pennsylvania Chamber of Commerce Executives. In addition to workshop design and delivery, Paul provides coaching and consulting services.

Paul has an MBA in Marketing and expertise in the fields of Training & Development, Knowledge Management, and Organization Development. Paul has held marketing and management positions in the telecommunications, cable television, and training & development industries. At St. Joseph's University, Paul taught graduate and executive MBA classes in creative thinking and problem solving. He also co-founded the Knowledge Management Group of Philadelphia. Paul is a member of the American Society for Training & Development (ASTD), the Society for Human Resource Management (SHRM), and the World Future Society.

Kelleher Associates, LLC is the region's premier career transition and executive coaching firm. Kelleher offers a highly unique--and successful--consultative approach that has helped thousands of senior executives secure new fulfilling positions, further their career goals, and enrich their executive experience.