

Event Title Improving Your Business Development Skills in a Recession
Date December 2, 2009
Time Registration and Networking: 8am to 8:45.
 Program: 8:45am – 10am.

Location The Union League
 Broad and Sansom Streets
 Philadelphia, PA

Cost Member, in advance: \$40.00
 Member, at the door: \$50.00
 Non-member, in advance: \$60.00
 Non-member, at the door: \$70.00

Event Summary

SMPS Philadelphia is thrilled to present a high-energy program devoted to increasing and improving business development skills for seasoned professionals, both in the marketing realm as well as technical project managers and supervisors. This program will not only focus on selling skills, but also attitudinal beliefs and changing your behavioral plan that are needed to succeed in today's marketplace.

Upon completion of this program, you will emerge with 2-3 new skills to implement into your business, ability to initiate and modify a business plan, and a higher belief in yourself.

Bob Waks, from the Training Center for Sales and Business Development, will guide us through this program. Bob was one of the most popular speakers at our Chapter's 2009 Conference and we are delighted that he is able to present as part of our Principal's Forum series.

The Principal's Forum series is intended to broaden our audience to include the A/E/C technical professionals and supervisors that our membership collaborates with on a daily basis and provide content that is relevant to all of us.

In a time when we are all being asked to take on more responsibilities, wear a few more hats, and be a little more creative, this program will empower both technical and non-technical AEC professionals to develop business during this tough time.