



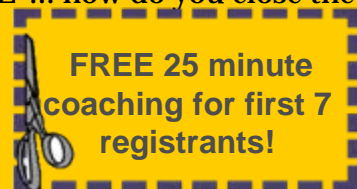
WORKSHOP

“Creating A Buzz and Increasing Your Sales” Workshop

Learn how to maximize your time in growing your business through word of mouth networking/creating a “BUZZ.” Once you have created a “BUZZ”... how do you close the sale with your prospects? In this workshop you will **Learn:**

WORD OF MOUTH NETWORKING

- The TRUE meaning of word of mouth networking.
- How to create a “Buzz” for you and your company.
- How to maximize your networking opportunities and decrease the amount of monthly “cold” calls.
- EMVI Services DPF 6-Step Process on how to successfully attend all networking events.
- ... and more.



INCREASING YOUR SALES (Che Brown)

- How to master overcoming your fear of rejection.
- How to deliver a sales presentation step-by-step.
- How to move people to action and close the sale.
- The best persuasion and influence techniques.
- ... and more.

Guest Speaker:
Chip Armstrong, Novelist
Successes of Networking

WORKSHOP DETAILS

Date: Saturday, November 3, 2007
Time: 10:00am – 4:00pm
Location: Sheraton College Park
 4095 Powder Mill Rd.
 Beltsville, MD 20705
Cost: \$59.00/pp (includes food & materials)
 \$74.00/pp (plus networking kit)
At Door: \$85.00/pp (includes food & materials)
 \$101.00/pp (plus networking kit)
Online Registration: Must register by October 29th.
<http://fs11.formsite.com/EMVI/form088730409/index.html>
Questions: (301) 593-2072 – Emmy M. Vickers



EMVI Services, LLC Testimonials

“This was truly ‘hands-on’ and interactive. Other workshops claim this, but they don’t do this. I was both inspired and educated.”

-- R. Hernandez, President
 Bookkeeping Works, LLC

“This is a great start to a successful path of business ownership and to partnership with others. Emmy is passionate and very energetic, she provides a positive, hands-on, learning environment.”

-- K. Lassiter, Décor Decorator
 Décor & You

partners in learning Testimonials

“I have stepped out of my comfort zone as you suggested...hired my first sales person. After only 5 days he has generated over \$8,000 in additional business...will have to hire more technical staff to manage work load.”

-- Cleveland Dixon, President
 Holiday Pest Control

“The result in 6 weeks: 3 high-end clients with contracts on their desks; additional numerous referral relationships; 2 opportunities to present/write a column on estate planning.”

-- Lisa McCurdy, President
 The Wealth Counselor