

KICK UP YOUR PROSPECTS

How to Network like a Black Belt to Grow Your Business & Career Success

with Kathy McAfee, America's Marketing Motivator

Every business owner, entrepreneur and career-minded professional knows the importance of prospecting to create a healthy pipeline of future clients and opportunities. Yet few professionals enjoy the cold calling process.

There is a better way – it's called business networking: the art of building and sustaining mutually beneficial relationships before you need them so that they are in place when you need them.

Networking expert and martial artist Kathy McAfee combines her best techniques in the art of business networking and the art of self defense to help you achieve your goals, keep you safe and grow your success now and in the future.

In this fun-filled, motivating program you will learn that networking is the best defense in any economy. You will also learn some simple self defense moves that could save your life.

It's all about being ready, willing and able to network like a Black Belt.

"Common sense never kicked so hard and felt so good"
- Bill Cusano

Available as a keynote presentation (30-60 minutes)
and a breakout workshop (90 minutes – 2 hours)



More information, please contact Kathy McAfee at (860) 408-0033
or email Kathy@MarketingMotivator.net; Visit the web site: www.MotivatedSpeaker.com

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What you will gain from this program:

Kathy will motivate and equip you to become more ready, willing and able to network in a more confident and competent manner.

You will learn the value of:

- having an overall networking action plan to guide you
- getting the networking tools and follow-up systems to stay in closer touch
- overcoming social reluctance to open yourself up to new opportunity
- asking for introductions to help expand your sphere of influence
- attending events to make more new connections
- preparing your elevator pitch so that you can network anywhere, anytime
- motivating your networking contacts to become referral partners and advocates without having to "sell" them
- learning simple self-defense techniques that could save your life

Best audiences for this program:

1. Business Owners
2. Emerging Entrepreneurs
3. Career-Minded and Professional Women
4. In-Transition Job Seekers
5. Sales/Marketing, Direct Selling, Business Development and Network Marketers
6. Certified Public Accounts, Attorneys and Financial Advisers
7. College Graduates and Young Professionals
8. Any professional whose livelihood depends upon a steady stream of referrals, recommendations and word of mouth.



"Kathy McAfee is a butt-kicking marketing consultant"

- Dr. Leora Berns

*About the Speaker: Kathy McAfee is America's Marketing Motivator, a national speaker, executive presentation coach and author of the book *Networking Ahead for Business* (Kiwi Publishing 2010). Combining her marketing expertise with her skills as master practitioner of Neuro Linguistic Programming (NLP) and a black belt in the martial art of Tae Kwon Do, Kathy motivates and equips her audience to make more of their personal power and influence by mastering the art of high engagement presentations and more effective networking.*

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