

GGI WEBINAR | NETWORKING MAXIMIZER

Wednesday, 05 May 2021, 10:00 am EDT (Eastern Daylight Time) | 16:00 pm CEST (Central European Summer Time)

Guest Speaker: David Lorenzo

This presentation is designed to help you get the most from your membership in a professional group or organization. During our time together, we will discuss:

- How to introduce yourself to a group of professionals
- The value of an external orientation and how to grow your network
- Becoming a person of influence through servant leadership in an organization
- Making the most of follow-up opportunities
- Networking with professionals in a virtual environment and across the miles
- The proper way to pass a referral
- The proper way to request a referral
- And much more...

This talk is designed to be a guide to helping you receive the highest possible return on investment from your membership.

About the Speaker



David Lorenzo is an American award-winning author, media personality, and sales expert who has built five successful businesses during the past 24 years.

Dave focuses on helping you increase revenue, make more money, and get home, on time, for dinner every night. This means improving the quality of your life while building a successful business. He delivers the best business strategy and sales information to audiences all over the world. Dave has an impressive track record of leading firms through the start-up process and helping firms of all sizes break through complexity to the next level of success.

Dave has also worked as a consultant for many FORTUNE 500 companies, including Pfizer, Marriott, Textron, and IBM. He is on a mission to help you turn curious prospects into valuable clients with a ferocious, life-long loyalty to your business. He holds an MBA from Pace University and a Masters of Strategic Communication from Columbia University. Dave Lorenzo is a member of the Beta Gamma Sigma International Honor Society.

This webinar is open to all GGI members. Please check within the internal area of ggi.com for the link to register or simply click on the button shown. We use Zoom for our meetings. Once you register, the meeting ID and password will be sent to you.

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