

Educational Seminar for Non-Profits

PRESENTED BY

EB Enterprise Bank
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CREATE SUCCESS



Non-Profit Collaborative

Expanding Your Sphere of Influence: Building your influence with consumers, donors, board members and volunteers through more successful networking

Tuesday, April 7, 2020

8:30am – 10:30am | Doors open at 8:00am | Complimentary breakfast provided

Devens Common Center, Solarium Ballroom | 31 Andrews Pkwy | Devens, MA

Are you looking to learn new ways to engage donors, board members, volunteers, clients and prospects? Do you leverage your past, present and future relationships to avoid cold calling? Is the primary way you add clients and revenue through referrals? Get out of your comfort zone and enhance your ability to create new relationships, influence existing ones and build trust through advanced conversation skills. This program is interactive and is an opportunity to experience networking simulations leaving participants with a newfound confidence and knowledge to ask the right questions, excel at relationship-building, and grow their professional network.

- ▶ **Stay** on top of mind
- ▶ **Influence** to inspire action
- ▶ **Establish** trust and build credibility, verbally and virtually
- ▶ **Differentiate** yourself, your organization and your company
- ▶ **Be a memorable** storyteller



PRESENTER: MARK ALTMAN, *Founder and Chairman, MindsetGo*

Mark Altman is the founder of MindsetGo, an innovative training organization that excites individuals to apply their new skills, knowledge, and behaviors to improve both individually and as part of a team. He has over two decades of experience speaking and training on interpersonal disciplines including leadership, sales enablement, customer service, emotional intelligence, conversational intelligence and presentation skills.

To register or for more information, visit EnterpriseBanking.com/NPC.