



Society for Marketing
Professional Services

AGC of America
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA
Quality People. Quality Projects.



AGC and SMPS Webinar

The Ten Rules of Networking

Rule #7: Add value to bring in value

December 17, 2009 | 1:00-2:30pm ET

Speakers

- Dana Birkes, *FSMPS, CPSM, APR*
Vice President, Business
Development & Marketing
The Flintco Companies, Inc.
- Donna Jakubowicz *CPSM*
Corporate Marketing Director
Barton Malow Company

Moderator

- Rick Andritsch
Partner, Vice President of Business
Development
VJS Construction Services

Today's construction marketplace is beleaguered by razor-thin profit margins, increased competition for fewer projects, and an ever growing number of rules and regulations governing all aspects of the industry. Surviving and thriving under such conditions often comes down more to *who you know*, rather than what you know.

Networking is a mission critical job function for you and your company. Are you shaking the right hands and opening the right doors to secure your company's future?

Don't miss this opportunity to learn how you can:

- Apply the science of personal networking to build business and retain existing clients.
- Teach others in your company basic networking skills.
- Identify off-the-beaten path networking opportunities.
- Learn new skills through the Six Degrees of Separation methods.

Registration

- AGC and SMPS Members - \$49
- Non-Members - \$79

www.agc.org/networking



1.5 SMPS CEUs
"The Ten Rules of Networking"
is approved for 1.5 hours of
Certified Professional Services
Marketer (CPSM) continuing
education units (CEUs).

