



NEWS RELEASE – City of Cottonwood, AZ

For Immediate Release

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Contacts: Andrea Harless, BAC Business Representative

(928) 340-2740

aharless@cottonwoodaz.gov

Networking Tools for New Business Development

Thursday, February 7th, 11:30-1:30.

Join us for this fun, FREE workshop, held at Cottonwood Public Safety, 199 S. 6th Street.

Presented by Jeri Deniston from CTS/Yavapai College.

You will have the opportunity to learn:

- Benefits of networking
- Skills needed to establish new customer contacts
- How to describe to others what your organization is about and what you do
- Meet & greet techniques

Learn what is involved in networking, such as:

- Sharing knowledge and contacts
- Getting the help you need, when you need it, from the right person
- Building relationships before you need them
- Helping others

Other topics to include:

- Knowing the difference between marketing, networking and selling
- Types of networking
- Why we all need to network
- Business card etiquette
- Networking interaction techniques
- Networking at an event

Reservations are required. Please contact Andrea at the BAC to reserve your seat, 340-2740

This is a “Lunch and Learn” workshop. (Bring your own food and beverage.)