

# Networking Aerobics!

or

## *How to Have Fun "Working the Room" Effectively*

Presented by

**Kim Niskey**

### ***DESCRIPTION***

One of the most productive, efficient and fun ways of gaining additional business is by networking effectively at meetings and events. **Kim Niskey**, a Senior Sales Representative with the Greater Raleigh Chamber and "connection guru," will discuss tips on how to turn networking opportunities into productive and mutually beneficial business relationships ... and enjoy doing it! Learn the strategic steps of how to start building 72 new business relationships in just one year!

### ***OUR SPEAKER***



**Kim Niskey's** passion is to help business owners and those in a business development role accelerate the growth of their business. For over 12 years of her over 30 years in sales she has worked for two chambers of commerce, most recently in her present position as a Senior Sales Representative for the Greater Raleigh Chamber for six years.

Kim is currently nationally ranked #10 for new member sales by the American Chamber of Commerce Executives (ACCE) and holds an ACCE Life Time Achievement Platinum Award. She was also the Chamber's Salesperson of the Year for the past three years. Kim was also the founder/owner of a networking/sales coaching company for several years. She enjoys connecting people in the community and building relationships and is also a frequent guest speaker at community organizations and events. She says her keys to success are finding out and meeting the needs of her clients, staying informed about the community and networking at every opportunity.