



connections

Networking and Idea Exchange

“The Art of Networking”

Tuesday, July 21, 2009

7:30 - 10:00 a.m.

Maggiano's—Old Orchard

175 Old Orchard Road

Skokie, IL



Join us in July for a special session
of our networking and idea exchange series -
connections

“The Art of Networking”

In today's environment, more than ever, people are looking to get out from
behind the desk and build relationships.

Join us to learn how to maximize your efforts and results
while we provide a great venue to network with business and financial leaders,
exchange ideas and identify opportunities.

Agenda:	7:30 — 8:05	Networking & Breakfast
	8:00 — 8:10	Table Seating , Welcome & Introductions
	8:10 — 8:25	<i>Briefing: The Art of Networking</i>
	8:25 — 8:30	Q&A
	8:30 — 9:00	Speed Networking Table Rotation 1
	9:00 — 9:30	Speed Networking Table Rotation 2
	9:30 — 10:00	Speed Networking Table Rotation 3

TO RESERVE YOUR SEAT CONTACT:

Warady & Davis LLP—Nichole Scott, 847-267-9600 x214, nscott@waradydavis.com or FAX form to: 847-267-9696.

Name:	
Company:	
Industry:	
Address:	
Phone	
e-mail	

The Art of Networking

Whether you are the president of a company or a partner at a law firm, relationships are critical to success in any business. With a sagging economy, networking is rapidly becoming the hot ticket in creating new contacts and developing new business. Networking may come more naturally to some, but it is also a learned skill that can be enhanced through education and practice. Your ability to be effective in networking can make the difference between success and failure in building your business. "The Art of Networking" presentation will outline a number of successful tips for making the most of your time and relationships.

Our guest speaker Steve Fretzin of Sales Results, Inc. has been at the forefront of networking for most of his career. In addition to facilitating over 12 events monthly, he is also the Founder and President of Networkingmonkey.com. Networking monkey is a website dedicated to helping business professionals to find the best local events in the area. Mr. Fretzin has centered his time and energies on effectively networking his way to success. He truly believes that the key to success is not to "give to get," but rather "give to give."

Presenter:

Steve Fretzin, President, Sales Results, Inc. Mr. Fretzin is the Founder and President of Sales Results, Inc. and as such, provides overall strategic direction and leadership to the firm. Prior to establishing Sales Results, Inc. in 2005, Mr. Fretzin specialized in sales coaching, marketing management, and business operations in the franchise industry. Under his guidance, Sales Results, Inc. has quickly emerged as a top-flight national sales training institution. Mr. Fretzin has developed and implemented proprietary materials which have empowered salespeople in small- and mid-sized businesses in over 50 industries. His credo is to be transparent to everyone he meets. Accordingly, he is tirelessly committed to not only enhancing the sales performance of his clients, but to making them better human beings.

In addition to his duties at Sales Results, Inc., Mr. Fretzin oversees the operations of three other organizations. He is Founder and Partner of The Executives Profit, LLC, Founder and Managing Partner of Team Discovery, LLC, Founder and Managing Partner of Networking Monkey, LLC. and Co-Founder of Tekworking.

Moderator:

Richard Franklin, CPA, Partner, Warady & Davis LLP. Rick is a partner with Warady & Davis LLP, Certified Public Accountants & Consultants, and provides audit, accounting, tax and consulting services to a wide variety of industries, including real estate, construction, manufacturing, finance, not-for-profit and numerous service industries. Rick leads the firm's growth initiatives and provides strategic oversight of W&D's growth strategies. He has written several articles on professional ethics for Insight the magazine of the Illinois CPA Society. As part of the Illinois CPA Society's Peer Review program, Rick has conducted many reviews of other certified public accounting firms. Rick is active in the community and sits on the board of directors of a variety of charitable organizations.

Hosts:

Warady & Davis LLP, Certified Public Accountants & Consultants. As one of the top 25 CPA firms in the Chicago area (source: Crain's Chicago Business - November, 2008) with a long list of distinguished clientele, Warady & Davis LLP is a full service, mid-size audit, accounting, tax and consulting firm providing solutions to privately-held businesses, owners, high net-worth individuals and their families. W&D serves clients in a wide variety of industries located in the state of Illinois and throughout the United States. Client revenues may range from start-up enterprises to \$500,000,000+ in annual revenue. W&D provides the highest level of service excellence, caring, commitment and personal involvement. Quality and strong relationships are the result.