

Hazel

Over the past 20 years Hazel has worked with business owners and sales professionals teaching them how to work more effectively with the opposite sex when it comes to building their networks. Her book, *Business Networking and Sex (not what you think)* is based on a 12,000 person survey that took 3 years to complete. *Business Networking and Sex* has been embraced and read by thousands of business professionals around the world.

Hazel's Keynotes:

Let's talk about IT!

There is a small difference statistically between men and women that creates a very large gap when we network and do business.

Networking Her Way

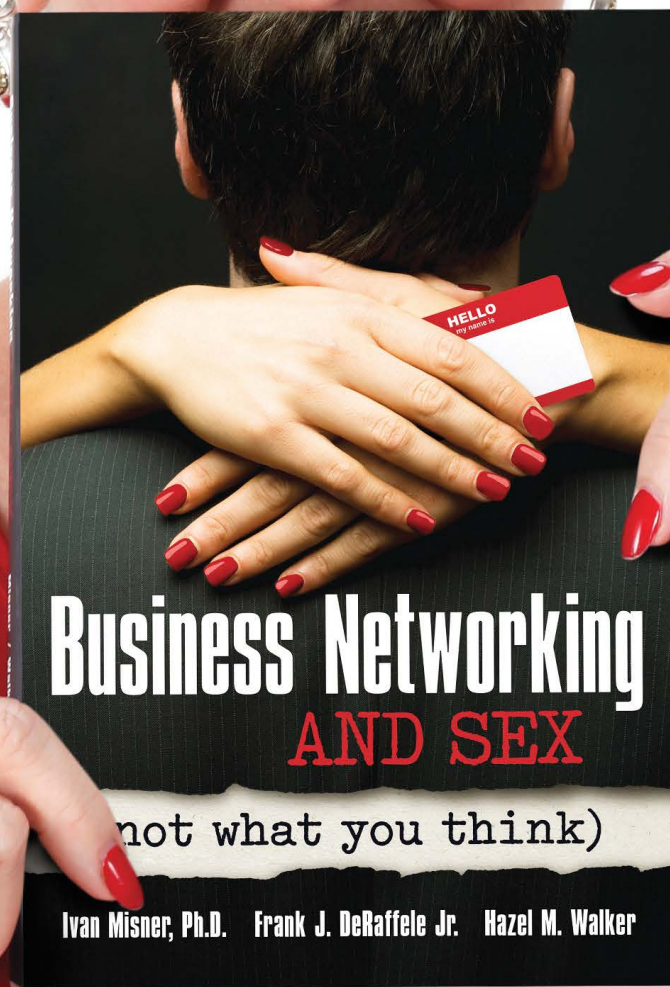
Understanding how to use those natural tendencies to build your network and understanding which of your tendencies are holding you back.

The Six Figure Networker

There are things that six figure networkers do that most of us give no thought to.

Stand in Your Power & Own It

Women do not connect to the word "power", yet power has great impact. As women in business we must understand, embrace and own our power.



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Workshops

BUILDING A SIX FIGURE NETWORK

Study the things that successful business owners are doing to create strong networks that fulfill their lives, build their businesses, and support others.

ROOM FULL OF REFERRALS

Based on the DISC profile this workshop takes a look at how we may be missing quality referrals because we do not understand those who are different than us.

TARGET MARKET = MORE REFERRALS

Ten percent of your clients create 80% of your income, while ten percent suck up 80% of your time earning you very little money. Which target market are you focused on?

Programs

Referral Dynamics - 2 day program, What is not working in your referral process that should be? This is a two day program for organizations that understand the value of high level referrals within their organization. They want to get beyond just getting referrals from customers to tapping into the other 7 sources of referral business.

To have Hazel present at your next event
visit her website for more details.

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