



# WORKING THE ROOM

## Overcoming the Wall Flow Syndrome

The workshop is your first step to becoming a networking and face-to-face marketing expert.

### Topics will include:

- The art of entering a room
- The value of a good handshake
- How/where to wear the name badge
- Learning to ask for what you need
- Questions to engage potential clients in a discussion
- Becoming a people magnet

**INSTRUCTOR: ELLEN SILVERMAN**

*Certified Guerrilla Marketing Coach*

### DATE

March 3  
8:30-10:00 AM

### LOCATION

The College of NJ  
Ewing

### FEE: \$20

Professional Confidence  
PRICELESS

### PRE-REGISTER

Online at  
[www.sbdcnj.com](http://www.sbdcnj.com)  
or call 609-771-2947



The NJSBDC network ([www.njsbdc.com](http://www.njsbdc.com)) is the premier provider of comprehensive services and programs for small business in New Jersey. The organization, which consists of 11 centers statewide, helps businesses expand their operations, manage their growth or start ventures. The New Jersey Small Business Development Centers (SBDC) network is partially funded by the U.S. Small Business Administration, the State of New Jersey and The College of New Jersey. SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance by contacting 609.771.2947.