

ENTREPRENEUR INNOVATION SERIES

ARE YOU A BUDDING ENTREPRENEUR?

GAIN KNOWLEDGE TO TAKE YOUR PRODUCT OR BUSINESS
TO THE NEXT LEVEL!

The Southfield Area Chamber of Commerce's Entrepreneur
Innovation Series will feature local experts to aid
you in expansion and growth of your business.

FIRST WEDNESDAY
OF THE MONTH
7:30—9 AM

COST:
\$10

CONTACT PERSON:
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UPCOMING SPEAKERS

January 4

How to Start the First Five Minutes of a Sales Call

Kirk Armstrong, Gerry Weinberg & Associates will share
invaluable skills to help you rethink how you make a phone call:

- The best 3 questions to start every sales call
- How to compel people to want to hear more
- The art of changing someone's mind

[Click Here to
Register](#)

February 1

Are you in a service industry and looking to explore ways to
strengthen your social media strategy?

Kristin Priest, Tanner Friedman will share invaluable skills to build and
maintain customer/client relationships, using Facebook as a roadmap, to
integrate into your social media plan for 2012.

The Farbman Group

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Highway
4th Floor
Southfield, MI 48034

248-353-0500

Future Topics

March 7—Alternative Financing Options: Belinda Turner Dubois, Oakland
County Microloan Program; SBA Financing

Special Thanks to the Detroit Regional Chamber of Commerce and Farbman Group for your
financial support of this series.

