



**Victorian Women Lawyers
in conjunction with
The Institute of Chartered Accountants
and Women in Finance (VIC)
presents**

CONVERTING CONTACTS TO CONTRACTS

on **Wednesday 22 February 2012**
at Bourke Room, The Hotel Windsor
111 Spring Street, Melbourne

Time: 6:00 - 8:00pm
Refreshments provided

EVERYONE knows about networking but few do it successfully. For the rare few it is a walk in the park, yet others are left floundering in the dark leaving business and opportunity on the table.

In today's competitive market it's never been more important to master the art of networking to keep abreast of changes, people, situations and expectations of both customer and staff. Failing to convert contacts into contracts because one simply doesn't like or understand the essentials of HOW to network is no excuse and is a tragic waste of resources, time and opportunity that no business, career or job can afford.

This interactive, and engaging presentation will provide and demonstrate a networking formula to maximise business meetings, relationships and results, so that people can fully develop and sustain their existing networks, tap into their invisible networks and ensure that they are in a great position to convert contacts into contracts now and in the future.

Join us at this event to gain new insights into how to convert contacts into contracts.

Our Guest Speaker:

Ricky Nowak MAICD, MCEOI, CAHRI, CSP
Director, Confident Communications

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Ricky Nowak is a highly regarded international professional leadership speaker, successful author and executive coach - specialising in authentic leadership development for individuals and organisations. She is one of only about 80 Australians to hold the distinguished global Certified Speaking Professional designation for her work in the speaking industry. She is an active member of Australian Institute of Company Directors, a Certified Human Resources Professional, Certified Learning Professional, a regular resource and facilitator of The Executive Connection and The CEO Institute. Her client list includes top 100 companies in Australia, NZ and Asia.

