



Network Mingle Training *Survival Tactics for “Working the Room”*

Woody Allen said, “80% of success is showing up.”

Robin Hensley says, “I’ll show you how to succeed *with the other 20%.*”

Picture yourself at a networking event. Where are you and what are you doing? Robin gives you tips and techniques for making wander-around-marketing more fun and effective.

After all, you’re not there just for the wine and wieners – you’re there to meet and greet,, mix ‘n mingle, and most importantly, transform cold contacts into warm relationships.

Robin’s simple system will help you succeed. Hot topics include:

- Get Ready (contemplate who will be there), Get Set (pen and business cards conveniently located), GO (focus on meeting the right people for you)
- “Hit and Run” – Make that 5-minute drop-in worth everyone’s while
- Get “Unstuck” – Tear yourself apart from Velcro people without being rude
- Leave the Water Cooler Behind – No chitchatting with business family & friends

You will be ready to grow your practice and attract the clients you most enjoy.

Robin Hensley is a business development coach specializing in coaching attorneys and CPAs who are at the top of their game to maximize their rainmaking skills. Robin was on the audit and consulting staffs with Ernst & Young for five years and was with the law firms of Kilpatrick Stockton and Swift, Currie, McGhee & Hiers in both marketing and business development roles for more than six years. She served on the Northside Hospital board of directors for 10 years and currently sits on the board of directors of Superior Uniform Group, a NASDAQ company, where she chairs the audit committee. Robin also serves on the advisory board of The Atlanta Legal Aid Society and is an honorary lifetime board member of the Metro Atlanta Chapter of the American Cancer Society. Named by *Atlanta Business Chronicle* as one of "Atlanta's Top 20 Self-made Women," Robin’s record as a business development coach has been featured in numerous publications including the *Atlanta Business Chronicle*, *The Atlanta Journal-Constitution* and *The Daily Report*. She is also the Exclusive Executive Coach for Atlanta’s *Business to Business* magazine. Her newest book, *Raising the Bar: Legendary Rainmakers Share Their Business Development Secrets*, was published in 2009.