

# Lillian D. Bjorseth



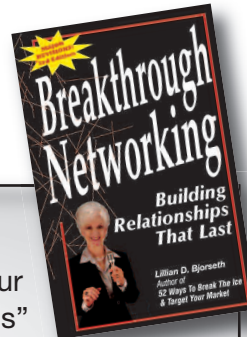
## ... Helping You Communicate and Network Your Way to More Success!

**N**othing is as effective as face-to-face contact. A real handshake is so much more meaningful than a virtual one, a smile that can be seen ... so much more expressive than a computer smiley face.

**Lillian Bjorseth, renowned face-to-face networking expert,** works with you and for you to keep your employees and members on their communication toes. With Fortune 100 and entrepreneurial experience, she knows firsthand how to build mutually beneficial internal and external relationships ... and help your people do the same.

People like to do business with and hire someone they know and trust ... she helps your people become the ones who are known and trusted ... and she does it in-person!

***The best-selling guide to effective face-to-face communication is now in the third edition!***



### Two of Lillian's dynamite creations:

- **Verbal Business Card** – the front end of your elevator pitch that like bait on a hook “reels” people in to talk with you.
- **Ask-for Questions & Listen-for Answers** – two techniques that guarantee you never leave an event without knowing with whom you want to follow up.

### Topics:

- *Build a New Kind of Wealth – Social Capital*
- *Polish Your Networking Skills Before, During and After the Event*
- *Create an Effective Verbal Business Card*
- *Break the Ice & Target Your Market*
- *To Catch Trout, Don't go to a Catfish Pond*

*“Lillian is without question one of the most brilliant and charismatic speakers I've met. Her ability to personally connect with each and every member of her audience is truly remarkable. Couple this with Lillian's talent for networking people and you have a recipe for someone who can light the rocket engines under any business!”*

James Feltman  
Vice President for Development  
Schaumburg Center for Economic  
Development

*“Lillian has coached me in creating my “verbal business card.” It was an amazing process. It clarified my understanding of my business purpose, my market and what I bring that is unique to the marketplace. Lillian knows her stuff.”*

Dr. Steve Steinberg  
The Values Doctor



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## ... Helping you Communicate and Network Your Way to More Success!

**T**he ability to communicate well is one of the most sought-after job skills at every level and every phase in your personal lives. It's a multi-faceted process, and Lillian Bjorseth can help you and your people enhance one or all of these skills.

- Business Writing/Email – “Putting it in writing” is vital to personal/business success.
- Image – (Appearance + Body Language) People decide 10 things about you within 10 seconds of seeing you.
- Listening – You tell others how much you care by how you listen.
- Presentation – Speaking in front of others is the number one fear in the world.
- Self-esteem – Your love of self is the basis for the confidence you exhibit in what you do and what you say.



***The Nothing Happens Until We Communicate series shows/tells you how to communicate better.***

### About Lillian Bjorseth

- Award-winning speaker, trainer, coach, author
- 2009 Chicago Speaker of the Year – Red Carpet Concierge
- 2010 Member of the Year – National Speakers Association-IL Chapter
- Great Woman of the 21st Century
- Influential Woman in Business – Business Ledger/NAWBO
- Co-founder – Greater Chicago Networking Extravaganza
- Certified DiSC trainer

*“Lillian is astute, inventive and a pleasure to work with. When you hire Lillian for a seminar or event, you get much more than a trainer, coach, author or speaker. You get a highly motivated strategic business partner who is as interested in your event's success as she is in providing a high-caliber presentation and learning experience for your attendees.”*

Debra Leonard-Porch  
Chicago Lake Shore Chapter of IAAP

*“From the moment you started until you concluded, there was no doubt that you knew your subject matter inside and out and sideways, too! Your radiant style and win put you in a class few can attain.”*

Richard Stompanato, president  
ARDS Services, Inc.



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