

*Sales*



# Smart Networking: Attract a Following In Person & Online

Liz Lynch, Founder  
Center for Networking Excellence

ILTCI

14th Annual Intercompany Long Term Care Insurance Conference

- According to the Corporate Executive Board, 60% of the sales cycle is over before a prospect contacts you. Will YOU get the call?
- Learn *Smart Networking* strategies that put you in the running and ahead of the competition.

**Monday, March 17th, 2:00 - 3:15pm**

# Connect with Liz



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To download a copy of Liz's  
Smart Networking Toolkit, visit:  
[www.SmartNetworking.com](http://www.SmartNetworking.com)