

Morning **POWER** Session



Join the Chamber for a power breakfast and an empowering morning of networking and 3 business seminars.

Motivation Tips To Keep the Momentum Going

Presented by Theresa Syer of the Syer Hospitality Group

Motivation is one of the most powerful driving forces in our personal and business lives. It can mean the difference between success and failure. Motivation momentum can't help but carry you forward. Understand that internal and external factors are motivating you and they can be equally powerful. This session will help you examine your motivating factors and identify what you can do to enhance your motivation, improve your focus and renew your enthusiasm.

Networking Fallacies

Presented by Andrew Wall of the Sandler Sales Institute

Are you frustrated by:

- Being uncomfortable approaching total strangers
- Knowing networking works for others but not myself
- Confused about how to introduce my business effectively
- How to identify my ideal client profile at a networking event
- Participating in networking events for months or years with no ROI

If your 2008 prospecting plans call for business generated through networking and you want to ensure that you create RESULTS then attend this seminar!

Sales, Success, and Cycles

Presented by Susan Hanson of Vero Group

Participants of Sales, Success, and Cycles will learn:

- To motivate themselves to achieve their goals.
- Understand the cycles within their sales career.
- The importance of a plan to ensure they meet their sales goals.
- Overcome fear and doubt when they feel they are in crisis.
- Appreciate the lessons that difficult situations bring to them.
- How to insure against failure with persistent action.
- How to identify where they are on their success cycle at any given time and create an action plan to move their business into upward swing.
- Appreciation for the fact they are truly in control of their business.
- Success Goals that will be realistic and attainable.
- They are responsible for their own successes and failures.

Date

Thursday, March 27th

Time

7:30 - 11:30 am

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| 7:30 | Registration, Networking, Power Breakfast |
| 8:00 | Motivation Tips seminar |
| 9:00 | Networking Fallacies seminar |
| 10:00 | Sales, Success, and Cycles seminar |
| 11:00 | Networking |

Location

Holiday Inn Select Hotel & Suites,
Oakville @ Bronte,
2525 Wycroft Road
Oakville, ON, L6L 6P8

Cost

\$45 Chamber member
\$60 Non-members
\$315 Reserved table of 8

*Please see the second page of this flyer for registration details

MorningPOWERSession



About our guest speakers:

Theresa Syer's impressive career spans more than two decades as a Regional Director of Sales & Marketing with internationally branded hotels. Today the unapologetic optimist is an author, speaker and successful entrepreneur. As the President of the Syer Hospitality Group Inc., she is recognized as the 'Master of the Guest Experience'. She and her team work with the industry's most respected brands of hotels and resorts to perform Quality Assurance evaluations and Customized Training Solutions. Theresa's powerful message invigorates people to shake off mediocrity and live up to their greatness!



Andrew Wall, President of the Milton Sandler Sales Institute, has been an invited guest speaker to companies, trade associations, Chamber of Commerce and conferences for over a decade. His lively, entertaining and engaging style keeps audiences attentive, informed and glad they attended the presentation.

People have said the following about Andrew's Presentations:

"...entertaining, informative and highly interactive"

"...a very knowledgeable and enthusiastic speaker"

"terrific presentation that was fun and I learned a lot"

"...bang on..."



Susan Hanson is a specialist in achieving success personally as well as for her clients. With 25 years of exceptional sales success and business experience, she has successfully coached and managed others to dramatically increase performance and personal professional development. She has lectured extensively across Canada for a number of national and international companies including The Cooperators, Laserquest, Manulife Financial, Dynamic Mutual Funds, Moen Inc., and Export Development Canada.

Susan's dynamic, energetic facilitation style keeps participants enthusiastic and on track to meet their goals. Using her excellent leadership skills and extensive training background, Susan stays focused on achieving guaranteed measurable results for her clients and companies to ensure a bottom line difference. She consistently receives 90% evaluations on all her speaking engagements, and audiences leave energized and focused with techniques and tools to implement for their success.

Company Name _____

Name(s) of Attendees _____

Phone _____

Fax _____

E-mail _____

Amount \$ _____

Form of Payment (Visa) (MasterCard) (American Express) (Cheque)

Credit Card # _____ Expiry Date ____/____/____

Signature _____

Pre-registration and pre-payment required.

Complete this form and send to
Brendan Stewart, Events Coordinator:

Fax: (905) 845-6475

E-mail: Brendan@oakvillechamber.com

Mail: Oakville Chamber of Commerce
2521 Wycroft Road
Oakville, ON, L6L 6P8

For more information, please call the
Events Hotline: (905) 845-6613 ext. 28

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