Business Development

WHAT WE’VE LEARNED......
3 Questions to get the Conversation Started

- What specific skills or competencies do you feel a successful business developer should possess?

- How do you balance the desire to help individuals find jobs while honoring the integrity of personal choice and interests while meeting the expectations of employers?

- What is the most effective strategy(ies) you have found to prove most successful in your tenure as a business developer?
11 Business Development Tips

- Build Your Brand
- Do Your Research
- Network....Network....Network
- Learn to Build Relationships
- Be Persistent....Be Persuasive....Never Give Up
- Don’t Be Too ‘Salesy’
- Stay Focused on Quality Rather Than Quantity
- Reference Your Results & Experience
- Be Action Oriented
- Rejection Doesn’t Always Mean the End
- Find Time Everyday to Business Develop
**How to reach us.....**

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<thead>
<tr>
<th>Lance Dorrel</th>
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