



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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