

LEE SILBER PRESENTS

IT IS WHO YOU KNOW

New and Creative Ways to Expand Your Contacts and Sphere of Influence



1

Mastering The Art of the Meet and Mingle. Overcoming your fear of strangers. Things to say to talk to anyone, anywhere, any time. The secret to being a good conversationalist.

MEETING NEW PEOPLE

2

Winning People Over The Right Way. Asking what you can give, not what you can get. Ways to be of service. Tips for being both personable and professional.

ESTABLISHING TRUST

3

Finding Your "Kevin Bacon" and Other Shortcuts. Ways to have others reach out to you. Making yourself more memorable. Social media tips and tricks.

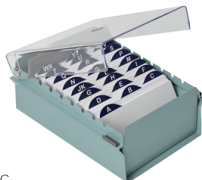
ADDING TO YOUR CONTACTS

4

Using Strengths and Tendencies to Stay in Touch. Networking for introverts. Creative ways to follow up and stay in touch.

LASTING RELATIONSHIPS

Lee uses his late father's old-school contact system combined with a new school approach that's helped him build lasting business relationships.



Lee Silber is the founder of five companies, the author of 25 books, the co-host of a popular podcast and has over 30 years of experience as a professional speaker and trainer.

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