

## Speed Networking/Rainmaking Skills 2: "Mini Reunion"

*Beyond the Business Card Introduction - Taking Relationships Building to the Next Level*

### When

Monday, April 21  
5:30 – 6:15 pm  
Pre-Program Networking  
6:15 – 8:00 pm Program

### Where

**New York County Lawyers' Association**  
**NYCLA Home of Law\***  
14 Vesey Street  
(Between Broadway and Church Street)

### Cost

\$25 Members  
\$32 Non-members  
Free – NYCLA Members

What can we learn from former speed-networking attendees six months after they first met? Did attendees take relationship building beyond the business card introduction or did the spark of the initial networking encounter fizzle following the speed-networking event? How can you take relationship building to the next level?

In this first-of-its-kind program, prior speed-networking participants will gather and share their successes and challenges since their initial meeting on October 15, 2007, when the Financial Women's Association (FWA) and the New York County Lawyers' Association (NYCLA) hosted over 130 lawyers and financial professionals at a Speed Networking and Rainmaking Skills event.

Members and non-members who did not attend last fall's meeting are highly encouraged to attend this event, where they will learn how to further develop relationship and rainmaking skills. During interactive discussions, attendees will hear firsthand if prior participants' networking and rainmaking progress went beyond the event and if not, why not. Program attendees will not only learn about individuals' successes and challenges, but will also learn about solutions that they can adopt to take networking and rainmaking from the first business card, email and telephone connection to the next level.



Professional Services Liaison Committee's (or PSLC) 2007 Speed Networking Event, sponsored by John Hancock Funds.

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**Andrea Nierenberg**

Keynote Speaker, **Andrea Nierenberg**, president of the Nierenberg Group, and author of *Million Dollar Networking: The Sure Way to Find, Grow and Keep Your Business*, will lead a group discussion on how "Networking is Both Strategic and Serendipitous," emphasizing that we need to be prepared for both, while also providing attendees with five everyday best practices for relationship-building success.

And finally, what sort of event would it be without a couple of rounds of networking?

Please come prepared with plenty of business cards, your questions, stories of success and challenges, and any solutions you have adopted that have helped you achieve your networking or rainmaking success!

\*NYCLA Home of Law is located at 14 Vesey Street between Broadway and Church Street. St. Paul's Chapel is across the street. We are in lower Manhattan, near City Hall.

**Directions:** Subway: 4/5/J/M to Fulton Street station; 2/3 Park Place station; A/C/E Chambers/WTC station; N/R/W City Hall station.

*Special thanks to John Hancock Funds for sponsoring a wine-and-cheese reception.*

*This event is organized by the Professional Services Liaison Committee and the New York County Lawyers' Association's Women in Law Strategies for Success Series, a subcommittee of the Women's rights Committee.*

*For more information please contact:*

**Fred Smith** of UBS, FWA member, [fred.smith@UBS.com](mailto:fred.smith@UBS.com) or **Susan L. Harper**, Esq. Baritz & Colman LLP, co-chair of Women in Law Strategies for Success Series and FWA member and event co-chair, [sharper@baritzcolman.com](mailto:sharper@baritzcolman.com) or **NYCLA:** Phone: 212-267-6646, Website: [www.nycla.com](http://www.nycla.com)

The Professional Services Liaison Committee of the Financial Women's Association (FWA) provides education and networking opportunities to the subset of the FWA organization that has either a legal or accounting focus. Founded in 1956, the FWA ([www.fwa.org](http://www.fwa.org)) is a leading executive organization of over 1,000 members committed to shaping leaders in business and finance with a special emphasis on the role and development of women, through (i) educational programs and networking opportunities, and (ii) its nationally acclaimed scholarship, mentoring and training programs.

Women in Law Strategies for Success Series is a sub-committee of NYCLA's Women's Rights Committee launched in 2006 to create initiatives and programs for individual attorneys and organizations to further the advancement and retention of women in the legal profession. ([www.NYCLA.org](http://www.NYCLA.org))

**Reservations Required -- Bring Photo ID -- No Walk-Ins**

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**April 21**

**PS07**

**\*\*\* Online Registration \*\*\***

Registration and payment by credit card or check is available from the FWA website. Visit [www.fwa.org](http://www.fwa.org) and link to the Event Calendar to view upcoming events. Select the Online Registration button from the event description page to register.

Contributions or gifts to the FWA of New York, Inc. are not deductible as charitable contributions. However, they may be deductible as ordinary and necessary business expenses.

By registering for and attending this event, you acknowledge that any photographs that may be taken are the property of the Financial Women's Association and give your consent to their use in the FWA's online and offline business communications and marketing. The FWA may use your contact information to provide you with information about the organization, or to notify you about similar events that may be of interest to you. We do not share any contact information with individuals outside of the FWA.

**Reservations/Cancellations and payments must be made by Thursday, April 17, 2008.**