

# How to Develop and Maintain Business in 2010?



Do you have a great list  
of contacts that never seem  
to convert into new business?

Do you believe you  
are leaving business  
opportunities on the table?

How do you differentiate  
yourself from the thousands of  
other professionals in the field  
when you try to develop business?

Could you and your firm be  
generating more business through  
cross-selling and warm referrals?

What is your **PLAN** for 2010?

*“As for me, we together established the aggressive  
(I thought) goal of increasing, by 50%, the business I  
brought in to the firm. Now, with two weeks still left in the  
year, I have already more than doubled the business I  
brought in to the firm last year, due to your efforts.*

*- Jeff Wild, Lowenstein Sandler P.C.*



**All Non-Selling Professionals –**  
Developing new business and retaining  
existing clients during these very  
challenging economic times will require  
you to tap into skill sets for which you  
have not been trained.

The Training Resource Group invites  
you to an Executive Briefing designed to  
help you understand and acquire client  
development skills that will produce  
long term, positive results for you and  
your firm.

**Date**

Friday, February 26, 2010

**Location**

The Training Resource Group  
123 S. Broad Street  
8th Floor Conference Room  
Philadelphia, PA

**Time**

8:00am - 10:00am

**RSVP to this Free Event**

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The Training Resource Group

www.trainingresourcegroup.com