



MEET, GREET AND SPEAK WITH EASE

“I have had the opportunity to hear Lori Silverman’s presentation on ‘Meet, Greet and Speak with Ease’ to our law firm. It was an excellent program; fun, and practical. It generated a lot of discussion during the session, and weeks later is still a topic of ongoing discussion and the motivation for new behaviors here. I am also a Director for our local SHRM Chapter. I was so impressed with Lori’s style and content that I scheduled her to present the same program for our members. She is a valuable resource, and I am sure the SHRM Chapter will benefit the same as has our firm.”

Robert E. Gregg, Partner
Boardman, Suhr, Curry & Field, Attorneys at Law

Social events. Business gatherings. Association meetings. They all call for us to introduce ourselves and engage in multiple conversations, typically in a short period of time, often with folks we do not know. In business—as well as in life—first impressions are too important to leave to chance. What can you do to feel more comfortable in these settings? How can you make the most out of these situations? Learn the fine points of how to work a room to enhance rapport and build valuable relationships.

YOU WILL DISCOVER...

- What you can do to prepare yourself in advance of working a room.
- The key elements of a handshake and initial introduction.
- Specific ways to get a conversation started.
- How to connect with others and keep a conversation moving.
- The appropriate way to introduce people to one another.
- How to enter an existing conversation.
- What to do when your conversation is interrupted.
- How to graciously exit a conversation and move on.
- How to follow up after an initial meeting.

POSSIBLE FORMATS

- Keynote
- Half-day workshop

WHO SHOULD ATTEND? YOU SHOULD IF YOU...

- Are in any type of sales or customer service role.
- Attend business or civic meetings, conferences or social events.
- Would like to enhance your interactions with other.
- Want a refresher on “meeting and greeting.”

LORI L. SILVERMAN

Engaging. Captivating. Humorous. Passionate. Effective.

Lori Silverman is a speaker, consultant, trainer, and author who strives in her work to connect people to possibilities and to each other. Her savvy yet down-to-earth style has helped dozens of individuals and companies to realize their true potential and professional success. Lori’s highly energized and enthusiastic approach and magical stories inspire her audiences to take action. A member of the National Speakers Association, she has mesmerized thousands of people with a variety of topics—ranging from the humorously edu-taining “Schmoozing: Meet, Greet and Speak with Ease” to weighty business topics such as “More than a Quick Fix: Organizational Change that Sticks.”

Lori owns Partners for Progress, a management consulting firm dedicated to helping organizations think and act differently so they can move to the next level of performance. She’s authored myriad articles, workbooks, and books including *Critical SHIFT: The Future of Quality in Organizational Performance* and *Stories Trainers Tell: 55 Ready-to-Use Stories to Make Training Stick*. Her new book is titled, *Wake Me Up When the Data is Over: How Organizations Use Stories to Drive Results*. Having earned two Master’s, in business and in counseling, and a B.S. in psychology, Lori shares a fascinating perspective with her audiences.