

June 29 2010 Business Networking Workshop Offered at the BNC in Cary with Martin Brossman and Tim Boykin  
Raleigh, NC - Martin Brossman, founder of Professional Business Networking, and Tim Boykin, & founder of Triangle Business Builders, are leading a Business Networking Workshop on Tuesday June 29 between 6 p.m. and 9 p.m. in Cary, NC.

The workshop will teach participants how to build and maintain "a team of great people" by expanding their networking and referral group understanding and skills.

Registration is online at EventBrite: <http://networkingbb.eventbrite.com/>. The entry fee is \$15 in advance through EventBrite or \$25 at the door at the Business Networking Center of Cary at 649 Walnut St. Cary NC 27619. The "Getting More Results with Your Business Networking and Referral Groups" workshop was developed jointly by Martin Brossman and Tim Boykin, who have spent years building and leading networking groups, and, giving and receiving referrals as a core part of their own business development. Their street-smart approach has evolved through years of experience, many successes and, some failures, which they have distilled in this workshop.

"I like to ask my classes," Martin Brossman says, "When you leave your house, do you leave home alone? Or do you have a team of great people with you?" "It's kind of like the Verizon ad, where you see hundreds of people behind the scenes supporting the Verizon service. That's what we're talking about, how to grow a network, a team of great people to help each other succeed."

The workshop will highlight the classic business principles of providing high value with integrity, and how to apply that in networking and working with business referral groups. It will cover handling challenges, misunderstandings and broken agreements; building and accelerating trust; establishing the right business alliances and leveraging online networking tools like LinkedIn and inSide919.

The event will also provide an opportunity for business networking. POKEN, the electronic business card social media gadget, will be in use; participants are encouraged to bring theirs, or buy one there.

The workshop is sponsored by Poken Zoo - PokenZoo.com, the electronic social media business card and Melissa Schwartz of Bradford Mortgage NewBridge Bank.

#### About the Presenters:

Martin Brossman, is a success coach, speaker, trainer and author, who has been mastering the art of networking in the Triangle since 1982 ([www.coachingsupport.com](http://www.coachingsupport.com)). He has successfully originated numerous in-person and on-line networking groups which has facilitated meaningful business connections among members. Martin's computer skills have powered his keen ability to create and teach crucial new Internet communications, such as blogging, podcasting and on-line networking. His own podcast show can be heard at [www.InquireOnLine.info](http://www.InquireOnLine.info). He offers consulting on how to generate profitable alliances by maximizing face-to-face and on-line presence, as well as managing "the conversation of you" on and off the Web through Professional Business Networking ([www.ProNetworkingOnLine.com](http://www.ProNetworkingOnLine.com)).

Tim Boykin, President and Founder of Triangle Business Builders created Triangle Business Builders August 2001 in an effort to help sales people become Sales Professionals and help the members of the organization build their businesses one referral at a time.  
[www.trianglebusinessbuilders.com](http://www.trianglebusinessbuilders.com)

#### About the Sponsors:

Poken Zoo is the leading distributor of the Electronic Social Media Business card - Poken. Lean more about Poken at [www.PokenZoo.com](http://www.PokenZoo.com)

Melissa Schwartz, Mortgage Loan Officer with Bradford Mortgage NewBridge Bank specializing in the financing and refinancing of residential properties.

#### About the Author

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