



LANDMARK LUNCHEON

# GROW YOUR BUSINESS

TWO INSPIRING PRESENTATIONS TO MAKE 2019 YOUR BEST YEAR



STRATEGIC  
ORIENTATION  
NAVIGATION FOR YOUR BUSINESS

RICHARD BARBERCHECK PRESENTS

7 Steps to Business Growth



COVINGTON  
BUSINESS COUNCIL

PAT FREW PRESENTS

Sales Through Networking

Registration \$40.00 *(\$30.00 for CBC Members)*

Lunch included. Register at

<https://networkingsalesgrowth.eventbrite.com>

THURSDAY, APRIL 11, 2019

11:00 AM – 1:00 PM

SUMMIT WOODS CORPORATE CENTER

300 E. BUSINESS WAY *(3<sup>rd</sup> bldg. on the left)*

CINCINNATI, OH 45241

## GROW YOUR BUSINESS

### 7 STEPS TO BUSINESS GROWTH

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Follow these 7 steps to increase profitable sales and achieve your business growth goals. You don't need to overhaul your sales department to have phenomenal results. Incremental improvement in a few key areas can get you to your growth expectations. This process is guaranteed to produce business growth and profitability.



*Richard Barbercheck owns Strategic Orientation, LLC and provides FocalPoint business coaching, training, and consulting. Richard brings 35 years of commercial banking experience having analyzed thousands of businesses in a variety of industries, identifying their success strategies and coaching them through challenging times.*

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513-505-0109 (O) | 812-350-7621 (M)

Register today at  
[networkingsalesgrowth.eventbrite.com](http://networkingsalesgrowth.eventbrite.com)

### SALES THROUGH NETWORKING

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Andrea Nierenberg, a noted national author and business consultant, once said the opposite of networking is “not working.” If networking isn’t a critical component of the sale process for you, your business development efforts are “not working.” Reach your business development goals as a leader of your company by first serving as a resource to potential and existing customers.



*Pat Frew serves as Executive Director of the Covington Business Council, one of the fastest growing membership-based business advocacy organizations in the country. CBC has nearly 400 member businesses, which is triple the amount he inherited in 2010. The Council hosts 100+ events a year with essentially a staff of two and serves as the central business advocacy organization in a City that has seen skyrocketing rebirth in the past five years with more than \$200 million in investment in the Central Business District and in Mainstrasse Village.*

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