

CORPORATE TRAINING

# Business Development Best Practices & Strategies

60-Min. Crash Course: **Online or In-Person\***

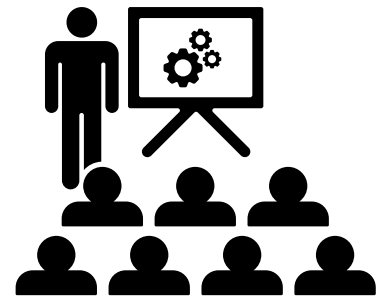


**When it comes to winning work,  
have you discovered the currency of TRUST?**

## Customize Your Training

Choose 3 out of the 5 topics below to customize the training for your company.

- 1 Seller-Doer Best Practices & Time Management
- 2 Develop a Mutually-Beneficial Client Strategy
- 3 Purposeful Networking and Meeting Preparation
- 4 Multi-Generational Workforce Communication
- 5 Elevator Speech Development



**Presentation Slide Deck, Handouts, Real-World Examples**

**Scan QR Code  
for 50% Deposit**



**\$995** in-person or up to 100 Zoom participants

\*In Denver-Metro Area. Willing to travel.  
Email [julie@increasingmarketvalue.com](mailto:julie@increasingmarketvalue.com)

## BY THE NUMBERS

- **23-year** career in business development
- **18 years** design and construction industry
- **11 years** business owner
- **11 years** professional speaker and trainer

**Trainer: Julie Wanzer, LEED AP**



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Julie incorporated real-world examples and hands-on exercises that empowered each team member to confidently apply the approaches to our networking events.

Rebecca P. Aldaco, AIA, NCARB,  
NOMA Project Architect  
Zaga Design Group, Inc

