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BUSINESS TO BUSINESS EXPO FEATURES NETWORKING TECHNIQUES SEMINAR

Networking is the way business gets done today and business people who work on those skills have an advantage above and beyond those who don't.

“Networking isn't just handing out business cards at a Business After Hours and expecting people to use your services,” said Rebecca Palumbo of Rollins Palumbo Creative, co-founder of the Business to Business Expo. “Networking means thinking about how to connect people, how to help others grow and succeed and how to become a resource for your existing clients and potential clients. Then, networking will start really working for you.”

In the spirit of that attitude, the Expo is hosting “Networking Techniques – It's How To Grow Your Business” on Tuesday, September 16th at 9:30 am to 10:30 am. The third annual expo, which is a cooperative effort of over 16 south and southwest suburban local chambers, will be held at the Tinley Park Convention Center, I-80 and Harlem Avenue.

Harvey A. Blender, Blender & Associates, and Don Jones, DRZ-Enterprises-Sandler Training, will speak at this breakout session.

“Our vision is to build business, one contact at a time. Connecting people to people, places and provocative ideas, we help open the doors and build profitable business relationships,” says Blender. “Our success is measured ultimately by the success of our clients.” Blender, known as “The Cookie Man,” has been recognized for his relationship-building skills in an Amazon best-selling book, Power Selling. He graduated from Drake University and holds a Masters Degree from Northwestern University.

Don Jones is a professional business speaker and executive coach with over thirty years experience in sales, sales training and senior management. He is recognized for achieving outstanding bottom-line results in a series of complex, business building and troubleshooting missions. Jones educates and entertains audiences on business topics such as leadership, business development and marketing, and selling and sales management. He co-hosts the weekly AM 1160 radio show “Get A Life”, focusing on work-life balance. Jones earned a BS in Mathematics from Purdue University and did graduate work at IUPUI and Christian Theological Seminary.

Vivette Payne, the Avery Payne Group and co-founder of the Expo, said, “We are so pleased to have these experienced, talented professionals share their expertise with our expo visitors. Don and Harvey are both recognized experts in the field of networking and sales, and we are eager to hear techniques to make our networking efforts more successful.”

To register to exhibit at the Business To Business Expo or for more information about visiting the expo and attending this seminar, please visit www.btobexpo.com or call 708-747-0844.

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