

Creating a Business Development Culture

with John Doerr,
Author of Professional
Services Marketing

February 23, 2010

**Clyde's of Gallery Place
707 7th Street, NW
Washington, DC 20001**

Closest Metro: Gallery Pl-Chinatown (Use the Chinatown exit), Parking: Gallery Place garage

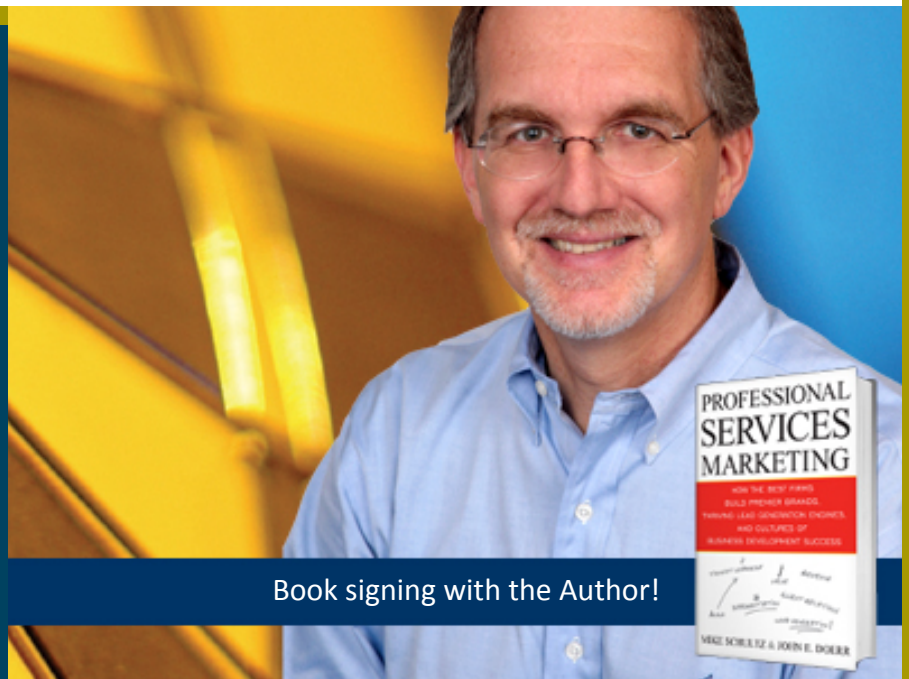
**11:30 Registration
and Networking**

12:00 Program Starts

1:45 Program Ends

**\$65 members
\$85 non-members**

An additional \$10.00 administrative fee will be added to walk-in registrations.



Book signing with the Author!

Come meet John Doerr, Co-President of Wellesley Hills Group. He is an expert in developing marketing and growth strategies that produce measurable results. Co-author of the book Professional Services Marketing (Wiley, July 2009), John also provides executive and business development coaching. He speaks on the subjects of professional development, marketing, and selling for clients and conferences throughout the world.

**Join us for our
February luncheon
and meet John Doerr,
get an autographed
book, and learn how
to reinforce the value
of our services to
your CEO's.**

SMPS Domain of Practice:

Domain 3: Client and Business Development

**This program is eligible for CPSM CEU's and AIA
Learning Units (LUs).**

For any additional questions please contact Tim Klabunde
at 703-263-1900 or tklabunde@whga.com

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