

SEPTEMBER TOPIC ▶▶

The Power of Networking

Building A Strategy that Works!

Organizer

Alicia A. Sutton, Executive VP/Chief Strategy Officer, **Omnia Education**

Presenter

Bill Stokes

Chairman, Washington Network Group
Executive Search Consultant

Relationship building enhances careers, companies, and the bottomline. This month's CXO Forum is pleased to present an expert in networking who will walk us through how to develop a networking strategy that works. Bill Stokes is Chairman of the Washington Network Group and a consultant in the executive search arena. His presentation will focus on:

- Why develop a networking strategy
- Defining your specific networking needs
- Best practices in implementing a networking strategy
- Identifying events most likely to produce results you need
- Effective use of your time at networking events
- Social networking tools



Bill's expertise in networking has led to a successful career as an executive search consultant, managing client development and leading executive-level searches. His practice areas are Public Affairs (including government relations, lobbying, and advocacy) and Public Relations (including new media, marketing communications, and investor relations). Bill has worked as a consultant to corporations and emerging companies, non-governmental organizations and economic development agencies, designing and executing business development strategies with an emphasis on sales and marketing implementation. His client work included counsel on business intelligence; political, economic and country risk assessment; government relations and public affairs; media relations and corporate communications; and trade and investment promotion.

Bill is Chairman of the Washington Network Group, an association of professionals representing private sector firms, multilateral institutions, government agencies, the Congress, foreign embassies, and the media. He is a founding Steering Committee Member of the International Business Exchange Council (IBEC) of the Fairfax County Chamber of Commerce; and is an Advisory Board Member for the Institute of Entrepreneurship at the Harry F. Byrd, Jr. School of Business, Shenandoah University. Additionally, he is a member of The Metropolitan Club of Washington, D.C.

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CXO Forum 2009 SERIES

JOIN US!

THURSDAY
SEPTEMBER 10
2009

7:30am to 8:00am
Networking and
Continental Breakfast

8:00am to 9:00am
CXO Forum
Panelist(s) Presentation

9:00am to 9:15am
Burning Issues

*Discuss your specific
issues and challenges
with colleagues and
fellow CXO members*

Location
Cherry, Bekaert, &
Holland
1934 Old Gallows Road
4th Floor
Vienna, VA 22182
703-506-4440

CXO Forum

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Please Join Us and Bring a Guest to CXO Forum Meetings.

All CXO Forums are the second Thursday of the month (*unless specifically noted*)

7:30 am to 9:15 am

7:30 to 8:00 am — Networking & Continental Breakfast

8:00 to 9:00 am — CXO Forum

9:00 to 9:15 am — Burning Issues

BRING A GUEST!

2009-2010 SERIES

SEPTEMBER 10, 2009

Topic: The Power of Networking

Presenter: **Bill Stokes** — Chairman, Washington Network Group (WNG); Executive Search Consultant

CXO FORUM ANNUAL SOCIAL, OCTOBER 27, 2009

Guest Presentation by **Donald T. Beery** — Partner, Plus Point Partners, LLC

Corporate Sponsor: McCandlish & Lillard



OCTOBER 8, 2009

Topic: Selling to the Government: What Small Business CEO's Need to Know (To Win Contracts)

Presenter: **Scott Ulvi** — President & CEO, Triumph Enterprises, Inc.

NOVEMBER 12, 2009

Topic: 2010 Economic Forecast: What's Ahead for the U.S. and Washington on Jobs, Housing, Growth Sectors, and More

Presenter: **Stephen S. Fuller, PhD** — Dwight Schar Faculty Chair and University Professor
Director, Center for Regional Analysis, School of Public Policy, George Mason University

DECEMBER 10, 2009

Topic: Building an Effective Advisory Board

Presenter: **Roger Raber** — Former CEO, National Association of Corporate Directors

JANUARY 14, 2010

Topic: Growing a Company from \$0 to \$500M: Insight from a Business Leader

Presenter: Dennis Ratner, CEO of Hair Cuttery and The Ratners Cos.

FEBRUARY 11, 2010

Topic: Building and Delivering Sales Success

MARCH 11, 2010

Topic: Identifying the Right Tools for Financing Growth

CXO FORUM DINNER SOCIAL AND MEMBERSHIP EVENING

APRIL 8, 2010

Topic: Building Your Team: Keys to Identifying A Players and Avoiding C Players

Presenter: **Hope Johnson** — President & CEO, Pyramid LLC

MAY 13, 2010

Topic: CXO Forum Roundtable

JUNE 10, 2010

Topic: Tools for Executive Compensation Plans, Part II