

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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STRATEGIC PARTNERS



e-know.

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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