

TUESDAY, JULY 28 | 12:00 – 1:00 PM

HOW TO ATTRACT NEW BUSINESS AS THE LOCK-DOWN EASES

Sales and marketing strategies to regain momentum for 2020



PHIL KRONE, PRESIDENT
PRODUCTIVE STRATEGIES INC.

Philip Krone has been an active marketing professional for manufacturing, service and professional firms since 1972. He is President of Productive Strategies Inc., a management and marketing consulting firm located in Northfield, Illinois that helps companies and associations define and reach their growth objectives.



GWEN GRIFFIN-HARMON, MARKETING & VISUAL COMMUNICATIONS STRATEGIST

Gwen is an accomplished designer and marketing professional with achievements in graphics, creative direction, web design, and communications. In an environment where businesses are vying for first place, Gwen excels in creating innovative designs and content which are competitive in the industry. She develops effective visuals that do not merely brand for external impact, but can be repurposed and utilized within company channels.



NORINE WIEBMER, PRESIDENT, SALES STRATEGIST
IMPACT INNOVATIONS DBA NWI BUSINESS SOLUTIONS

Norine is a relationship building sales trainer, national speaker and author. She specializes in developing relationship-building strategies and comprehensive sales and marketing plans for businesses. Following a twenty-five-year senior position with a billion-dollar multinational company, she founded Networking with Impact in 2008. Norine possesses an eclectic background in nursing, psychology, coaching, sales development, and marketing.

MEMBERS: COMPLIMENTARY

NON-MEMBERS: \$20

Registration is a 2 step process, first with MBBI and second with Zoom.

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