



Commercial Finance Conference of California

**The Commercial Finance Conference of California and  
The National Commercial Finance Association are proud to jointly present**

## **The Secrets of Successful Networking**

An interactive seminar with **Olivia Fox Cabane**

Author of *The Pocket Guide to Becoming a Superstar In Your Field*

The face of the business has changed, and we're all feeling the pressure to deliver results. You know you should "go out and network," so you do.  
*But are you making the most of every networking opportunity?*

Don't miss this unique opportunity for both networking and learning valuable **business development** and **relationship management skills**. Not only will you get to network; you'll network better than ever before, using the immediately applicable tools you'll have just acquired!

In this entertaining, dynamic, and highly interactive session, you will learn how to:

- Make a fantastic first impression and Get anyone to like you
  - Master the art of conversation
  - Master the mindset: feel confident at any event
  - Work a room with ease, grace, and efficiency
- ... and much, much, more...

Olivia Fox Cabane has lectured at Harvard, Yale, MIT and the United Nations, and is frequently interviewed as the current networking expert on both radio and television. Her education includes three Master's degrees in French, German and European Business Law respectively. Olivia has both French and American nationalities; she has lived and worked in 7 countries and is fluent in 4 1/4 languages (her Mandarin stinks).

Learn more about Olivia, get free articles and seminar excerpts at her website: <http://www.spitfireteam.com/>

*As Olivia is a highly paid speaker, underwritten by both CFCC and CFA, we have funding for only one such event per year. We hope you won't miss this opportunity!*

**Date:** October 11, 2006  
**Place:** Sheraton Universal Hotel  
333 Universal Terrace Parkway  
Universal City, CA 91608  
ROOF GARDEN  
**Time:** 5:00 – Cocktails and Networking  
6:00 Professional Program  
7:00 – Buffet Dinner  
**Cost:** Member Reservations – \$55.00 per person  
Members at the door - \$70.00 per person  
Non-Members Reservations - \$70.00 per person  
Non-Members at the door - \$75.00 per person

Includes validated self-parking

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# RESERVATION FORM

October 11, 2006

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**Check (✓) if you are a member of:**       CFCC

\$55 Members       \$70 Nonmembers

Enclosed is a check in the amount of \$ \_\_\_\_\_ for \_\_\_\_\_ reservations

Late registration (after September 29, 2006):

\$70 Members       \$75 Nonmembers

If paying by credit card:

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