



# THE *networking* COACH

## Janice Smallwood-McKenzie Networking Coach & Author

Janice Smallwood-McKenzie is a vibrant, intelligent professional who lives what she believes: we need each other. Her perpetually joyous and gracious persona, coupled with her belief, forms the basis for her exceptional abilities in the area of networking.

Ms. Smallwood-McKenzie has more than 15 years of experience as a professional Networker. She has carved out a niche in the art of networking, while working as a Networking Coach in Los Angeles, California, where she coaches and consults with many savvy professionals, small businesses, ministers, political hopefuls, non-profits, utility companies and numerous organizations in need of the skills necessary to develop their interpersonal skills.

Thoroughly respected and trusted by both friends and clients for her skills, wisdom, willingness to share, and ability to motivate, Janice Smallwood-McKenzie was recently inspired to compose a networking guide in order to help empower an even broader audience. Her book, "The 101 Commandments of Networking: Common Sense But Not Common Practice," is available on-line at 101NetworkingCommandments.com, 1stBooks.com, Amazon.com, BarnesandNoble.com, Borders.com and Walmart.com or at bookstores nationally (ISBN 1-58500-444-8). Some of the excellent tips from her book were featured in an article entitled, "Give Good Presence," in a former issue of Black Enterprise Magazine. ■

## LEARN

### Fundamental *Networking* *Skills &* Techniques

- Set Goals and Focus
- Make Connections That Count
- Expand Your Personal, Business and Political Bases
- Increase Your Visibility

### *a no nonsense training!*

Networking coach and author, Janice Smallwood-McKenzie delivers 'real help not hype' in the basics of networking. Her nationally acclaimed technique outlines several simple concepts to boost all kinds of relationships. With much enthusiasm and honesty, Janice offers guiding lessons to assist you in mastering the fundamentals to actually take you to the next level.

Janice is remarkably gifted when it comes to networking. Her unique warm and wonderful style knows how to take care of business and to inspire others to do the same.

CANDIDA MOBLEY-WRIGHT, Voices Inc.

"You have changed my life forever! I am more motivated now than ever before. Today Los Angeles...Tomorrow the World!"

MARK MCLEMORE

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