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Debra Fine

**Focus:**

Keynote Speaker | Bestselling Author | Conversation & Leadership | Business Networking | Communication & Mingling

Education:

Engineering, University at Buffalo

Background:

Bestselling author, keynote speaker and trainer Fine began her career as an engineer, an occupation that allowed her to maintain her natural shyness and avoid situations that required social and personal interactions. Now a long time member of the National Speakers Association and the Global Speakers Federation, she presents and trains audiences across the globe. Fine designs her presentations and researches her books to teach technically oriented professionals conversation skills and business networking techniques that help

in developing business relationships, gaining visibility and building rapport in the workplace.

Debra's bestselling books: *The Fine Art of Small Talk: How to Start a Conversation, Keep It Going, Build Networking Skills—and Leave a Positive Impression* (Hachette), *The Fine Art of the Big Talk: How to Win Clients, Deliver Great Presentations, and Solve Conflicts at Work* (Hachette) have been translated and published in over 2 dozen countries around the world. Just released is Debra's third in the "Fine Art" series: *Beyond Texting: The Fine Art of Face-to-Face Communication for Teenagers* (Canon).

Fine's highly informative, entertaining and interactive programs offer concrete tools for making the most of meetings, networking opportunities and face to face interactions in an online world. Recognised as a conversation and business networking expert Fine spent the last 20 years training and presenting to leading organizations around the world (US, Canada, UK, EU, throughout Asia & Australia). Fine served as President of Denver Southeast Rotary Club (a Club of 120 members) 2011-2012 and has been a Rotarian for 20+ years. Her work with Rotary is focused on service above self. Fine's recent media appearances include MSN Canada, CNN, The Early Show, CBS Sunday Morning, Fox Business News, The Toronto Sun and NPR Morning Edition.

To book Debra Fine or for more information on finding the right speaker for your event please contact us on our website at www.hspeakers.com or call us at 857.770.1281.





The Fine Art of Building Business Relationships and Expanding Networks: One Conversation at a Time

Leaders learn technical skills required for career success, often overlooking the importance of conversation, networking and rapport building skills. The ability to talk easily with anyone is a learned skill, not a personality trait. Acquiring it will help expand networks for promotion and growth, develop rapport and increase influence and visibility within organizations, as well as cultivate connections within the community at large, and leave a positive impression that lasts longer than an exchange of business cards. In the competitive world of business more emphasis is placed on developing personal business relationships than has been expected in the past. The individual who avoids opportunities to meet new people or whose conversation is frozen by these meetings will limit themselves professionally as well as personally.

This fast paced, informative and interactive session offers tools to:

- Make the most of networking and meeting opportunities
- Strike up conversations and keep them going
- Master introductions and remember names
- Develop rapport with stake holders
- Become an “active” listener
- Overcome communication barriers
- Handle awkward situations
- Come up with topics to discuss
- Avoid conversation “killers”
- Prepare for successful conversation
- Exit conversations with grace
- Feel more at ease at award receptions, banquets, receptions and networking events
- Come across as composed and self-assured when talking to people or entertaining clients at conventions, trade shows and other work related functions