

PROFESSIONAL ADVANCEMENT LEARNING SERIES (PALS) PRESENTS

# STRATEGIC NETWORKING: MAKE YOUR CONTACTS COUNT

**Friday, January 10, 2020**

Lunch: 12:15 – 12:30 pm

Lecture: 12:30 – 1:30 pm

VGH Paetzold Theatre JPPS 1891 LT

Presented by

**JOANNA SHEA**

**PRESIDENT, 3P ENERGY**



## LEARNING OBJECTIVES

- IDENTIFY YOUR TARGET CONTACTS
- DETERMINE HOW TO ACCESS STRATEGIC CONTACTS
- HOW TO INITIATE FIRST CONTACT
- MAKING FIRST CONTACT (INTRODUCTIONS AND MEETINGS)
- CLOSING ON OPPORTUNITIES
- MANAGE THE CONTINUOUS GROWTH AND MAINTENANCE OF YOUR STRATEGIC NETWORK

Receive 1 hr of credit for CME, section 1

Motto: Teaching what you can't learn from a book

**Accreditation Statement:**

The Pathology Professional Advancement Learning series is a self-approved group learning activity (Section1) as defined by the Maintenance of Certification program of the Royal College of Physicians and Surgeons of Canada.



DEPARTMENT OF RADIOLOGY  
THE UNIVERSITY OF BRITISH COLUMBIA



PATHOLOGY  
laboratory medicine

