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March 21, 2012

Four Seasons Hotel

791 West Georgia Street, Vancouver

Registration/Breakfast 7:30 am
Seminar 8:00 to 9:00 am

\$45.00 members
\$70.00 guests/non-members

Pre-registration required.

Join CSMPS today

Get Involved!

Have Ideas to Share?
Talk to us.

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CSMPS presents

Maximizing Revenue Opportunities

Wednesday March 21, 2012

If you and your team are responsible for generating revenue through business development efforts, you need to hear what **Harvard alumni** and **Top 40 Under 40** winner Neil Belenkie has to say! Bring your questions & forget about PowerPoint – this is an interactive session focused on providing you with the answers you need to be more successful.



When it comes to business development, are you just 'winging it'? Learn how to make the most out of every opportunity. Neil has a wealth of experience in maximizing revenue opportunities. In this session he will address:

- Business development strategies for professional services firms
- Who you should target?
- How do you connect?
- Once in the door...how do you close?

Neil Belenkie, CEO of the GrowthPoint Group, brings to clients a natural ability to see innovative and executable solutions to complex business problems.

More About Neil Belenkie

- Co-Founder of RevGen where he led the startup business to profitability in its first four weeks in business and he increased his client's profitability by generating previously unachievable revenue.
- National Market Research and Business Development Manager with Hoffmann – La Roche in Toronto. Responsible for the product marketing mix and strategies for high-visibility HIV medication as well as identifying M&A targets for the organization. Previous to this role, Neil held a senior Sales Account Manager position with Hoffmann – La Roche in Vancouver where he delivered the organization's highest sales acquisition (worth over \$1 million) and was a four-time recipient of the Director's award.
- Neil is an alumnus of Harvard Business School, Queens Executive School of Business, the University of Calgary and Mount Royal University.
- In the community, Neil is an instructor at BCIT School of Business and a volunteer fireman. Neil has been an elected Councillor for the Britannia Community Council, an instructor and Co-Facilitator at the Sauder School of Business, Co-host of the Grow Your Business radio show and founder of the highly successful 'TRIPE' networking events for Vancouver's senior business leaders.