



Get More Mileage Out of Quick Bites  **EDGE**

Education • Development • Growth • Essentials

Quick Bite: September 29, 2010 Rethinking your Current Business Development Tactics

11:00 a.m. – 12:00 p.m. EST
Speaker: Nicole Valentine-Smith

Are the "tried and true" business development tactics no longer producing the member growth results they once did?

Businesses have changed. Consumers have changed.

Has your approach changed?

In this session, you'll get a peek into an exciting new approach to growing members, deposits and loans through your SEGs that will create buzz with employees and turn your liaison into a raving fan.

Speaker: Nicole Valentine-Smith , Senior VP, Retail Sales for Xceed Financial CU

Location: Via Telephone (11:00 a.m. to 12:00 p.m. EST)

Educational Investment: \$109.00 per telephone connection. *Unlimited Listeners and Free Audio Archive*

*****You must be registered for this session to hear the audio-recorded version and receive handouts.*****

AUDIO ARCHIVE! Can't tune in today? This session will be available on-line for **30** days after activation.

To enroll, you may complete and fax our **General Registration Form** (found on the Web site) or **send an Email to mzelinsky@njcul.org**. Please include Participant Name(s) and Cost to your credit union.

If you have any additional questions, please do not hesitate to contact the Education and Training Department at 609-448-2426 x100.