

CREATING A CULTURE OF RAINMAKERS

FEBRUARY 16 - 17 2009
CHARLOTTESVILLE, VA

SMPS VIRGINIA
ANNUAL CONFERENCE

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ABOUT THE SPEAKER: TIM KLABUNDE

Tim Klabunde serves as the Director of Marketing for William H. Gordon Associates, a Washington DC Top 20 Engineering Firm.

He is a Fellow at the Johns Hopkins University Carey Business School and he serves on the Board of Directors for the DC Chapter of the Society for Marketing Professional Services.

He has successfully pursued and been awarded over \$32 million in contracts with a total construction value in excess of \$2.9 billion.

Mr. Klabunde is a recognized writer and speaker. He has been published in SMPS Marketer, Civil Engineering Central, and most notably in the upcoming edition of the Marketing Handbook. Through CofeBuz.com thousands have searched out his thoughts on networking, marketing, and business.

In the past two years he has consulted for numerous companies including Ripken Baseball, Emergent BioSolutions, the Archdiocese of Baltimore, and PRTM Worldwide.



www.smpsva.org

EVENT INFO.

RAINMAKERS

Creating a Culture of Rainmakers will provide you with the keys to train up a company of networkers.

It will teach you how to break down the barriers that keep your employees from reaching their potential, and will take away the mystery of developing a company culture that fosters the development of relationships.

LEARNING OUTCOMES

1. Learn and impart to others how to successfully build relationships and networks that bring work in the door.
2. Implement a company wide training program that will build a corporate culture that embraces networking and business development.

HOTEL ACCOMMODATIONS

The event will be held at the *Omni Charlottesville Hotel*. If you book by January 26, 2009 you will receive a special rate of \$132 per night.

Visit www.smpsva.org/events for more information on booking a room.

EVENT AGENDA

FEBRUARY 16

1 PM

CPSM Exam

Note: You must register with SMPS National prior to taking, <http://www.smps.org/AM/Template.cfm?Section=Certification>

2 PM

New Members Orientation

3:00 – 4:30 PM

SMPS Virginia Board Meeting

Location: Montpelier Room

4 – 6:30 PM

Registration

Location: Lobby

5 – 6:30 PM

Networking Social

Location: Atrium

6:30 PM

Dinner Conferees:

Pair up and go to dinner with colleagues

SPONSORSHIP

Call Cindy Allen at 757.253.0673 or e-mail, callen@djginc.com to discuss creative sponsorship options featuring your company.

SIGNATURE EVENT OPPORTUNITIES:

Opening Networking Reception, \$1,000

Tuesday Continental Breakfast, \$ 500

Keynote Address, \$ 750

Tuesday Networking Luncheon, \$1,000

TUESDAY SHOWCASE SPONSOR (Limit 6):

Display Table \$ 600

EVENT AGENDA

FEBRUARY 17

7 – 8 AM

Registration

Location: Ballroom Foyer

7 – 8 AM

Continental Breakfast

Location: Ballroom Foyer

8 AM

Opening Remarks

Anne Hart, SMPS VA President

Creating a Culture of Rainmakers
Tim Klabunde, William H. Gordon Associates

10:15 AM

Break

Creating a Culture of Rainmakers, cont.

12 – 1:30 PM

Networking Buffet Lunch

Location: Atrium

1:30 – 3 PM

Panel Discussion

REGISTER ON-LINE

Registration is \$159.00
through 5pm, Monday, Feb. 2nd.

Registration is \$200.00
after 5:01 pm, Monday, Feb. 2nd.

Registration Link:

<http://www.acteva.com/booking.cfm?bevaid=174497>