

Temple Emanuel of Andover
Networking Group

Tuesday, June 21, 2016
6:30 – 8:30 pm

WHAT'S STOPPING YOU?
The Inside Game of Job Searching

To succeed in today's job market, we need more than good interviewing techniques, attention-grabbing resumes and networking skills. We need to develop the one quality upon which all risk-taking, skill execution and behavior change depend: **an expanded capacity to deal with risk, challenge and uncertainty.** For it is this quality that will determine who we will call, what questions we will ask, what risks we will take, how effectively we will do the uncomfortable and how long we will keep acting and risking in the face of no's, negatives and disappointment.



Our speaker: Carl Harvey is the author of the book ***"What's Stopping You? Building the confidence you need to succeed in sales"*** and the founder of Success & Self-Esteem. He is an accomplished and dynamic seminar leader and an award winning sales professional with more than 30 years of selling success to his credit. His company helps business owners to develop the practices and processes to hire salespeople who can sell, and then help those capable salespeople develop the selling skills and psychological competencies required for lasting selling success.

For the past several years, he has spoken to hundreds of people in transition to help them develop the strength and stamina to compete and win their next job. In this powerful, actionable talk, Carl will outline the practices and perspectives needed to develop this core competency. You will learn how to develop the confidence to call at the top, how to overcome cold call reluctance, how to ask the tough questions we all know but never ask, and how to find the confidence to act when you lack confidence. What stops most of us is the gap between knowing what to do and doing it. This talk will help close that gap.

Sponsored by
The Brotherhood of Temple Emanuel



For more information: (978) 470-1356

www.templemanuel.net

Temple Emanuel, 7 Haggetts Pond Road, Andover

Please join us for this
Professional Networking Open House

Tuesday, June 21, 2016

6:30 – 7:00 pm Network, Meet & Greet
7:00 – 8:00 pm Speaker Presentation
8:00 – 8:30 pm Structured Networking

This event is free and open to the public

Join our LinkedIn group: [Temple Emanuel of Andover, MA Networking Group](#)

Mark your calendars for our future events: September 20th

The **Temple Emanuel of Andover, MA Networking Group** has been offering a Professional Networking Open House monthly since 2009. Our mission is to serve the people of the Merrimack Valley area and beyond who are in transition. Any professional – between positions, re-entering the work force, or seeking a new career path – is welcome. Each meeting is packed with resources to help you succeed.

- ✓ Speakers sharing relevant information, insights and advice
 - ✓ Participants building networks of professional connections
 - ✓ Everyone providing and receiving compassionate support

Directions to Temple Emanuel:

From the West: I-495 North to MA-133 East (Exit 39). Then, 2.1 miles to Haggetts Pond Rd, turn Right and Temple is 0.2 miles down on the Left.

From the South: I-93 North to MA-133 West (Exit 43A). Then 1.0 mile to Haggetts Pond Rd, turn Left and Temple is 0.2 miles down on the Left.

From the North: I-93 South to MA-133 West (Exit 43B). Then 1.0 mile to Haggetts Pond Rd, turn Left and Temple is 0.2 miles down on the Left.

From the East: Go to the I-93/MA-133 intersection, travelling on MA-133 West. Then 1.0 mile to Haggetts Pond Rd, turn Left and Temple is 0.2 miles down on the Left.

Network Today . . . for a Brighter Tomorrow!