

2016-2017 CMAA-SAC LUNCH & LEARN SERIES

Educational Advancement During Your Lunch Hour!

Please join CMAA-SAC for our Lunch & Learn Series. The presentations will be comparable to AIA and will help you fulfill CEUs for other organization. Attendance Certificates will be made available to all attendees.

12 STEPS TO GREAT RELATIONSHIPS

presented by:

Brent Darnell | Brent Darnell International

Brent Darnell is a mechanical engineer and a graduate of the Georgia Institute of Technology and worked as an engineer in the construction business for 30 years. He is a leading authority on emotional intelligence and a pioneer of its use in the construction and engineering industries. Since 2000, Brent has helped to improve the social competence, physical and mental performance, and leadership skills of thousands of people in over 70 companies in more than 20 countries around the world. He is an adjunct professor at Auburn and Penn State, teaching emotional intelligence to their technical students.

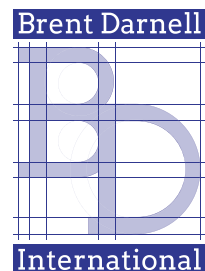
His book, *The People-Profit Connection, How Emotional Intelligence Can Maximize People Skills and Maximize Your Profits*, has received rave reviews throughout the industry, including *Engineering News Record*, and has been read by over thirty thousand people worldwide. His "Tough Guy" books have garnered rave reviews because their no nonsense way of teaching people skills to technical people. He was recently named one of the Top 25 Newsmakers for 2012 by *Engineering News Record* for "transforming alpha males into service focused leaders" and "connecting

his emotional intelligence training approach to business success". He believes in a holistic approach to personal development, creating fundamental and lasting change. He is certified in Applied Improvisation the EQi 2.0. He practices yoga, plays guitar, and is an avid reader. He lives in Atlanta, Georgia with his wife, Andrea and his dog, Jethro.

Presentation Summary

This course takes participants through each step of how to create and maintain positive business relationships. Participants will learn every aspect of effective communication from ways to introduce themselves, to that crucial first handshake. Brent shares valuable techniques such as how to remember names and the art of following-up. This program is a must for anyone who wants to learn how to effectively network and forge relationships that will help create and drive future business.

sponsored by:



**Wednesday
November 30
12:00 - 1:00 PM**

Where:

999 Building Conference Center
5th Floor
999 Peachtree Street, NE
Atlanta, GA 30329

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