

Inspiring People to...

## Develop Strangers into Your Most Valuable Asset

And Become Better Connectors

How can we make ourselves invaluable to our current and future customers? How would your business and personal life be different if you became the “Go to” person for referrals? Successful “Connectors” know that the majority of their success comes from the relationships they have built over their lifetime.



Sharan Tash, the Pay It Forward Relationship Networker, has developed a unique brand of connecting – “Boomerang Networking”™ which is taking networking to a higher level with 3 key elements:

- **Listening** to build rapport and a foundation
- **Asking questions** to find their “gem”
- **Giving**, giving and giving unconditionally

Sharan’s entrepreneurial background ranges from fitness, to education, to the dental field. She attributes her success in raising her four successful children as a single mother to the art of connecting with people. Her altruistic enthusiasm to give back and to give first without asking for anything in return, has dubbed her the Pay It Forward Relationship Networker.

Whether speaking to Corporate Executives, the Dental Industry, Sales Professionals, or High School and University students, Sharan connects with her audiences through stories everyone relates to. Everyone walks away with practical information they can begin using immediately.

*Sharan’s enthusiasm for the topic and common sense approach was invaluable in helping these managers gain the skills they need and experience some real-life examples of how networking can benefit our company and their pizzerias. She brought a passion to the training that was contagious, and now a number of our managers have jumped on the networking band wagon!*

- Mindy Kaplan, Director of Marketing, Malnati Organization, Inc.

### Other Topics Include:

- Connecting Gen Y in a Gen X World
- Making Lasting “Impressions” With Your Patients
- Quantum Reap
- An Ounce of Preparation Brings a Pound of Referrals





Most Requested Topics:

### **Connections – Your Pot of Gold at the End of the Rainbow**

85% of success is due to the relationships people have in their business and personal life. It is an art and a skill to maintain those connections. Everyone from sales to management, assistants to students, entry level personal to executives must leverage their connections.

### **The ROI of Networking – Are You in the Red or the Black?**

There are times in our networking lives that we think to ourselves, “Is this really helping my business?” Networking can be a drain on your budget and your time. Analysis of the groups you attend as well as your own presentation skills could be the culprit.

### **“Resin”ating With Your Patients**

80% of dental practices new patients come from internal referrals. Wouldn't you like to keep those numbers of new patients, but add even more new patients through networking? Smart practices have found the gold in networking. So can you.



**Call Today to Reserve Your Date:**

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“Her personal experiences are no better or worse than any other woman out there and her delivery of each of her situations and solutions she found is both humorous and penetrating.”

- Liz Timmer  
President  
IAAP-Illinois

“Sharan Tash combines energy with a strong knowledge base in networking. She recently brought new life to our learning audience with down-to-earth advice and tools to facilitate presenting, listening and sharing. Her passion for her work is contagious and she inspired my colleagues to network more effectively.”

- Sharon and Steve Weinstein  
Royal Diamond Wellness  
Consultants

“Participants did not want her program to end as Sharan held their attention from start to finish. In just two hours, people acquired the tools to take their networking to a whole new level and to have a positive impact on their business success. It was great the way Sharan interwove real life anecdotes throughout her presentation. We cannot wait to have Sharan back again for those clients who could not make it that evening.

- Sara Shifrin  
Director of Entrepreneurial  
Training for the Women's  
Business Development Center

“Sharan proved that networking activity leads to sales. We are a growing Divisional Office .... Sales are up 14% since Sharan brought her inspiration and implementation that equals results!

- Rebecca Bloomfield  
Affordable Health Insurance

“Sharan's passion for connecting is not only evidenced in her speaking, but she Pays It Forward daily. She walks into an event and opens her database of referrals – helping everyone without thought of her receiving anything in return. She truly walks her talk.”

- Mikki Williams, CSP  
Mikki Williams Unltd.  
Keynote Speaker and Coach