

NEWS RELEASES

Networking Expert to Speak Feb. 2 at Ohio Wesleyan

by Cole Hatcher • January 19, 2015

DELAWARE, Ohio – In a world teeming with diverse opportunities, what is the best way to network to obtain your dream job? How can you build a solid, supportive, and sustaining network?

Barb Girson, sales strategist, trainer, and registered corporate coach, will discuss the art of networking when she presents “What is Working with Networking (and What is Not-working)?” at 3:10 p.m. Feb. 2 in the Bayley Room on the second floor of Ohio Wesleyan University’s Beeghly Library, 43 Rowland Ave., Delaware. The event is free and open to the public.



Barb Girson

Girson is the CEO and president of Columbus-based My Sales Tactics, a professional skill development, sales training, and business coaching/consulting company. Her presentation is sponsored by OWU’s Woltemade Center for Economics, Business and Entrepreneurship.

Concepts Girson will discuss include:

- Identifying the best networking-seeding practices for leadership development, career satisfaction, and sales success.
- Debunking networking myths and tackling the most common challenges that both novice and seasoned professionals experience when networking internally and externally.
- Utilizing simple tools and quick reminders to plant and foster networking seeds authentically and effortlessly.

Girson is a Registered Corporate Coach and the immediate past president of International Coach Federation – Columbus Charter Chapter. She has provided contract-coaching, and/or training services to company owners, senior executives, and professionals across numerous service-oriented industries including highly technical environments, Fortune 100 insurance industry, public service, and private membership organization clients. Learn more about Girson at www.mysalestactics.com.

Ohio Wesleyan’s Woltemade Center for Economics, Business and Entrepreneurship helps students integrate business theory and practice, and provides lectures and other resources to benefit the business community. Learn more about the Woltemade Center at wcebe.owu.edu.

Founded in 1842, Ohio Wesleyan University is one of the nation’s premier liberal arts universities. Located in Delaware, Ohio, the private university offers 86 undergraduate majors and competes in 23 NCAA Division III varsity sports. Ohio Wesleyan combines a challenging, internationally focused curriculum with off-campus learning and leadership opportunities to connect classroom theory with real-world experience. OWU’s 1,750 students represent 46 U.S. states and territories and 43 countries. Ohio Wesleyan is featured in the book “Colleges That Change Lives,” listed on the latest President’s Higher Education Community Service Honor Roll with Distinction, and included in the U.S. News & World Report and Princeton Review “best colleges” lists. Learn more at www.owu.edu.

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