

## Ask yourself...

1. Do you understand people, what motivate them, what drives them, or where they are coming from?
2. Do you understand why "people" didn't do it the way you wanted it done?
3. Are you comfortable getting up and speaking in public, either large groups or small?
4. Are you comfortable networking, or think, I don't know how?
5. Have you said, I don't really enjoy networking, I don't know what to say.
6. Have you been out on an interview recently?
7. Do you think negotiating is only for Labor & Corporations
8. Would you like be a leader, but think, how would I get them to follow me?
9. Have said I don't know Robert and I don't understand his rules.
10. Do you think business etiquette is for those big corporate employees and think "just use common sense and good manners."
11. Do you worry about our county, the government, or have thought about creating or changing a law.
13. Do you wonder how do other people get noticed in the paper or TV?

**If you said YES  
to any of these....  
you would benefit from IDP**

*This training is only available through BPW.  
Become a member today.*

For additional information about the this exciting Program for 2007-2008 please visit us on the web:

[www.wabusinesswoman.com](http://www.wabusinesswoman.com)

[www.BPWUSA.org](http://www.BPWUSA.org)

The Individual Development Program (ID) is BPW/USA's seminar series for personal and professional leadership development.

The program will assist people in meeting their personal and professional goals, as well as their goals for community action and change.

**Special discount rates for members  
so Join BPW Today!**

**For Questions contact:  
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425-252-0525**

**BPW/USA**  
*Women helping  
women, Personally,  
Professionally and  
Politically since 1919.*



**WASHINGTON STATE**

**Business and  
Professional Women**

**Speak Up!  
With Individual  
Development**

**May 16 - 18, 2008**

**Tulalip Best Western Inn  
Marysville WA**

**Washington Federation BPW  
87th Annual Conference**

**National Facilitator  
Lynie**

*Limited space available*

Sign up through your  
Annual Conference Registration Packet.

***Training every working woman needs!***

# Speak Up! With Individual Development

## What will you learn.....

- 3 Understanding behavioral styles - your own & others' to communicate and manage more successfully
- 3 How to manage for improved performance
- 3 Recruiting the right person for the right program/task
- 3 Techniques to overcome presentation anxiety
- 3 Essential public speaking skills
- 3 Networking for ultimate exposure
- 3 Interviewing tips and techniques
- 3 Negotiating skills for the workplace and beyond
- 3 How to identify your governing values and develop SMART goals
- 3 How to utilize powerful leadership skills on the job, in organizations, and in your personal life
- 3 Media relations for your business and organization
- 3 BPW basics

Through the ID program, BPW/USA gives the necessary tools to offer training classes on topics, including:

- Communications differences
- Creating presentations
- Public speaking
- Networking
- Interviewing tips and techniques
- Negotiating skills
- Running meetings
- Leadership skills
- Business etiquette
- Lobbying and grassroots organizing
- Media relations
- and much more

## Competition

Competition for ID public speaking for individuals 35 and over. Compete at the local level, the district level, winners will then go on to compete at the State Conference in May, and the winner at State will go on to the National competition.

Personal mentors assist in every aspect of the ID program.

IDP is a program sponsored by Business & Professional Women at the Local level, at District levels and, at the State and National levels as well.

## And so much more....

You will leave with skills that will help you leap the hurdles you face every day, earn more respect from everyone, and feel more confident in your day to day life.

You will feel more prepared to "go to bat" for yourself, your employees, and your business or organization.

You will consistently project an assertive, straightforward style.

The registration fees cover expertly facilitated training and all participant material.

Receive a Certification of Completion & Networking benefits.

**Visit Our Website for details  
on the dates & locations that these  
courses are available in your area:  
[www.wabusinesswoman.com](http://www.wabusinesswoman.com)**

**Join BPW/USA Today  
Take advantage of member benefits:**  
Networking with other working women  
at the grassroots level.

Lobby visits in Olympia and on  
Capitol Hill, Washington D.C.

Discounted business & financial services  
offered by our sponsors.

Comprehensive Career Development & Coaching

Networking to grow your business  
as well as your personal & professional contacts.

Mentoring at all levels from all ages.

Visit Our Website: [www.wabusinesswoman.com](http://www.wabusinesswoman.com)