



"We had the pleasure of having Sandy present on Social Selling at our annual corporate meeting. She pieced together key components and points that were most relevant to our group and delivered an engaging and thoughtful two-hour workshop. Her presentation sparked a lot of ideas and created a platform for ongoing discussions. We enjoyed working with her and would welcome the opportunity to partner with her in future initiatives."

– Miz Nakajima, Director of Marketing, ProKarma

Social Selling Essentials:

Drive New Business on LinkedIn

Are you ready to harness the power of social selling on LinkedIn to drive sales at your company?

LinkedIn Live speaker, Sandy Jones-Kaminski, will share how today's professionals are tapping into the vast LinkedIn network to discover high-quality prospects, raise their visibility, create engagement and generate warm introductions through proven social selling tactics and their digital connections, all while creating strong relationships and opportunities that lead to *sales*.

**making
connections
matter**



About the Speaker:

Sandy Jones-Kaminski is a former corporate and business development executive and, since 2001, the Chief Connecting Officer of Bella Domain Media and author of the #1 pick on the Inc.com 2010 Business Book Wish List titled, "I'm at a Networking Event-Now What???: A Guide to Making the Most Out of Any Networking Event." As an international speaker and presenter, she shares her practical advice, professional insights and best practices on effective networking (online as well as offline), maximizing LinkedIn, social selling, social media for platform building and professional/personal branding via keynotes, webinars, workshops and learning retreats. More at belladomainmedia.com or 415.613.8508.

Testimonials:

"Sandy was invited to ProKarma's Annual Global Summit as a guest speaker. She provided valuable insight into the trends in social selling and focused on maximizing how to best set-up and use LinkedIn. She has an in-depth knowledge and was able to keep the audience engaged by keeping the presentation interactive. The entire group came away with valuable information and we are already seeing a nice benefit in a short period of time. I would recommend her to anyone looking to learn valuable LinkedIn techniques."

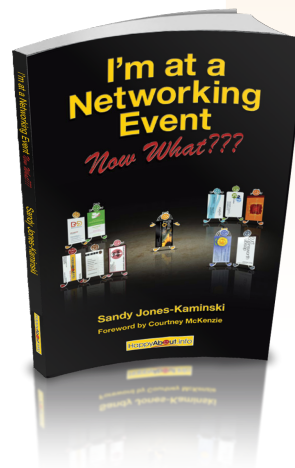
- Kristen Crawford, VP Strategic Accounts, ProKarma

"After hearing Sandy speak at a Women In Consulting lunch, I'm inspired to up my game on LinkedIn. Sandy is an engaging and fun speaker, and does a great job of tailoring her content for the audience. Our audience had a range of LinkedIn expertise and comfort. Everyone came away with useful and actionable information – from the relative novices to the expert practitioners."

- Anne Janzer, Cuesta Park Consulting

Programs Include:

Step Up Your Game on LinkedIn
Leveraging LinkedIn for Business
Social Selling Essentials
12 Rules of Effective Networking
Cultivating Connections at (conference name)
The "Pay It Forward" Approach to Networking
Networking Effectively at Conferences & Events
Professionally Building Your Personal Brand



Past Speaking Engagements Include:

LinkedIn Live
Oracle HCM User Group
Global Conference
BlogHer
Bank of the West: Women's
Connection
SVForum Tech Women
ProKarma
HR West
ITC Service Group
Women In Consulting
Project Management
Institute (PMI-SF)
Seattle Chamber of
Commerce
TVCF
SFBAC
CRTRA
ABWA
IHRIM



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