

*BSLA Emerging Professionals present*

## **LA / BIZ**

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business  
development  
for landscape  
architects

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# **Julie Brown**

Founder of



**5/23 6-9pm @ Goody Clancy**

*Julie is the founder of JB|BD, a business development company helping firms increase their market visibility and lead generation through strategic thinking and thoughtful relationship building. This presentation is tailored to the professional individual who wants to feel more comfortable in networking situations, wants to build a referral network, create and manage relationships with a database of contacts and learn how to email network. Join us for a presentation followed by a networking cocktail hour where you'll put your newly learned tips 'n tricks into practice! Attendees will walk away with tips and techniques that can be immediately implemented at their next industry or networking event.*

**Space is limited- RSVP on [BSLANow.org](http://BSLANow.org)  
to reserve your spot!**

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