

## North Shore Business Forum - 2012 Speaker Schedule

The North Shore Business Forum, Inc (NSBF) is a group of small business owners from Boston's North Shore who meet each Friday morning for informal lectures given by business owners on a wide variety of topics. Members also introduce and describe their businesses at each meeting. All business owners are welcome: future, past, profitable, experienced or beginning.

The NSBF meets each Friday morning from 7:30 to 8:30 a.m. (registration begins at 7:15 am) at the Danversport Yacht Club, Route 62 East, Danvers, Massachusetts. Each meeting is only a \$9.00 admission fee which includes a continental breakfast. Check the notice board by the main door for the meeting room.

January	
6	<b>Annual Breakfast - Kicking Off the New Year</b>
13	<b>Goal Setting</b> <i>Kerri Salls, CEO Breakthrough Enterprise LLC</i> <a href="http://www.goalachievementexpert.com">http://www.goalachievementexpert.com</a>
20	<b>Refresh Your Social Media</b> <i>Julia Campbell, J Campbell Social Marketing</i> <a href="http://jcsocialmarketing.com/">http://jcsocialmarketing.com/</a>
27	<b>Success Speaker</b> <i>Brian C. Cranney, Owner &amp; CEO of Cranney Companies, Cranney Home Services &amp; Cranney Self Storage, Inc.</i> <a href="http://www.cranneycompanies.com/">http://www.cranneycompanies.com/</a>
February	
3	<b>CRM and Relationship Building</b> <i>Sonja Fridell, Director of Marketing and Business Development</i>
10	<b>Convert Internet Leads to Sales</b>
17	<b>Basic Business Bookkeeping</b> <i>Tom Knowlton, Compass Business Solutions</i>
24	<b>Panel Discussion: Get to Know NSBF</b> <i>Nancy Black, Organization Plus, Katie Finch, Windhill Realty</i> <a href="http://organizationplus.com/">http://organizationplus.com/</a> - <a href="http://katiefinch.com/">http://katiefinch.com/</a>
March	
2	<b>Business Apps for Smartphones</b>
9	<b>Marketing on a Shoestring</b>
16	<b>Improv for Business</b> <i>Kate Ritter, Pc9Lives</i> <a href="http://www.pc9lives.com">http://www.pc9lives.com</a>
23	<b>Public Speaking for Success</b>
30	<b>Use the Cloud to Sell</b>
April	
6	<b>No Meeting (Good Friday)</b>
13	<b>Negotiation Skills</b>
20	<b>Bill What You Are Worth</b>
27	<b>Success Speaker</b>
May	
4	<b>Tech Tools for Mobile Professionals</b>

11	Procrastination (“well maybe later...”)
18	Table Networking
23	Memorial Day Weekend - No Meeting
<b>June</b>	
1	Be a Referral Magnet
8	Get Good Press
15	Email Marketing
22	Cash Flow to Profits
29	Tips to Improve Your Website
<b>July</b>	
6	July 4 <sup>th</sup> Weekend - No Meeting
13	Get Out of Your Comfort Zone <i>Tony Toledo, Storyteller</i>
20	TBA
27	Success Speaker
<b>August</b>	
3	Innovative Time Management
10	TBA
17	TBA
24	Table Networking
31	Labor Day Weekend - No Meeting
<b>September</b>	
7	Your Crisis Business Plan
14	TBA
21	TBA
28	TBA
<b>October</b>	
5	TBA
12	TBA
19	TBA
26	Success Speaker
<b>November</b>	
2	TBA
9	TBA
16	Food For Thought (nutritional brainpower)
23	Thanksgiving Weekend - No Meeting
30	Table Networking
<b>December</b>	
7	TBA
14	TBA
21	Christmas Holiday - No Meeting
28	New Year’s Holiday - No Meeting