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September 3, 2008

# Business

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## Networking Expert To Keynote Annual Tennessee Valley Fundraising Institute

posted July 25, 2008

Andrea Nierenberg, an internationally-known speaker, businesswoman, and author, will present the keynote address on "The True Art of Networking" at the eighth Annual Tennessee Valley Fundraising Institute, to be held on Aug. 15, from 8:30 a.m. to 4:30 p.m., at the University Center on the campus of the University of Tennessee Chattanooga.

Ms. Nierenberg is the president of the Nierenberg Group, a consulting firm based in New York which focuses on equipping people to find, grow and keep their clients that are key to their organization's success. She is frequently acknowledged on television and in national publications such as The New York Times, USA Today and The Wall Street Journal where she was described as a "networking success story."

This year, the keynote address will be open to the general public for \$30. Members of the Center for Nonprofits, Association for Fundraising Professionals, or Greater Chattanooga Planned Giving Council may register for the entire day's program for \$100, and non-members are \$125.

Each participant of the full day workshop will receive a copy of Ms. Nierenberg's book Million Dollar Networking, courtesy of the Community Foundation of Greater Chattanooga.

The full-day event will include exhibits and a variety of workshops including topics such as networking etiquette, planned giving, special events, donor relations, credentialing and career planning.

Other speakers include Sandy Rees, Barbara Marter, Brent Taylor, Adrienne Royer, Sherry Marlow, Dan Bowers, Pat Branum, Sharon Cannon, R. Edward Thompson, Lesley Searce, and Deborah Arfken.

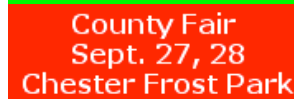
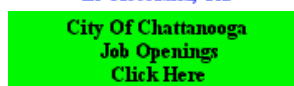
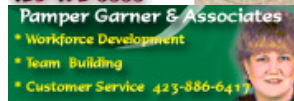
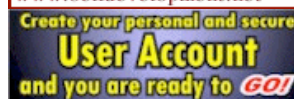
The event is presented annually by the United Way's Center for Nonprofits, the Association for Fundraising Professionals, and the Greater Chattanooga Planned Giving Council.

For fundraisers working on or maintaining their professional credentials, continuing education credits can be earned.

For more information and to register, call the CNP at 423 752-0329.

This event is sponsored by the Chattanooga Times Free Press, Starkey Printing Company, Scenic City Signs, and OneWhoServes.

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