



Dana Mancigli is the author of

## **CUT THE CRAP™, GET A JOB! A NEW JOB SEARCH PROCESS FOR A NEW ERA**

(2013, Authority Publishing) and has spoken about a number of career topics for decades:

- College through Senior Executive Job Search Trends, Techniques and Innovative Process
- Career Growth, Career Changing
- Networking Trends, Techniques and Innovative Process
- Women in Business, Women in Technology

Dana has over 100 YouTube videos on her topics, is an active blogger, tweeter and contributor to multiple professional websites. She has been featured on **Forbes.com** and is sought after as a career expert on TV, radio, podcasts and print.



## DANA MANCIAGLI'S 2013 KEYNOTE PROGRAMS

1

### **CUT THE CRAP, GET A JOB! A NEW JOB SEARCH PROCESS FOR A NEW ERA**

This dynamic and motivating keynote presents a clear, direct and practical coaching session on winning job search strategies. Dana introduces innovative tools and techniques that will inspire the audience to not only think about their careers differently, but actually do something different the next day. Her unique approach is based on years of experience as a hiring manager in Fortune 500 corporations, and interviewing, hiring and coaching thousands of job seekers for over 30 years.

#### **PROGRAM TAKE-AWAYS:**

- Start developing your next career moves now.
- Avoid the common mistakes that can sabotage your job search efforts.
- Discover the secrets to 'winning' a job in today's competitive era.

2

### **CUT THE CRAP, NETWORK FOR SUCCESS! A NEW NETWORKING PROCESS FOR A NEW ERA**

Networking for personal growth, career growth or business growth, and sales is a topic relevant to virtually every audience. While everybody "gets" they need to do it, Dana teaches them how, addresses the excuses preventing people from networking, and helps them avoid common pitfalls. Dana's approach is clear and she delivers a process that every audience member will take away and use. She is called "the queen of networking" and gives her recommendations openly and with passion.

#### **PROGRAM TAKE-AWAYS:**

- Start developing your networking plan now.
- Avoid the common excuses that prevent you from relationship-building success.
- Discover the essential ingredients to maintaining long-term, two-way relationships.

W W W . d a n a m a n c i a g l i . c o m



### 3

## FAST-TRACK YOUR CAREER – PERFORM AND BE ACCOUNTABLE FOR YOUR FUTURE

Learn simple but powerful strategies that can help audiences of all types: entrepreneurs, college graduates through senior executives, diverse organizations focused on women, military, ethnic organizations and much more. Dana's no-nonsense, take-accountability and get-focused recommendations are inspiring, unique and current with today's environment and filled with practical advice.

### PROGRAM TAKE-AWAYS:

- Learn how to ensure your career is Job #1 for you and how to look forward.
- Leverage social media to learn, network and develop a brand while working.
- Discover the secrets to performing, developing your career and being accountable for your future.

### 4

## WOMEN AND CAREER OPPORTUNITIES – NOTHING IS STOPPING YOU!

Dana is passionate about developing women's careers, helping them meet their life's dreams, and handling challenges along their journey. The strategies presented in this powerful session are practical, inspirational and useful to women of all cultures, generations and experience. Women returning to work, re-entering the workforce, changing careers, glass ceilings and more are critical topics that Dana is prepared to discuss. No theory or data . . . just dos and don'ts, solutions and practical guidance.

### PROGRAM TAKE-AWAYS:

- Learn the common excuses we make for ourselves.
- Start developing your plan for facing challenges and realizing opportunities.
- Gain the confidence and inspiration to make a difference immediately.

### 5

## SALES AND MARKETING CAREERS – KEYS TO SUCCESS AND ENJOYMENT

After a very successful 30-year career in sales and marketing in Fortune 500 corporations and a fast-growing start-up, Dana is passionate about providing her key insights, ranging from mistakes, highlights, recommendations and stories. Dana's experience: GM of Worldwide Sales at Microsoft; VP of Worldwide Marketing at Kodak, VP of Sales; Marketing and Business Development at ImageX, an early forward-looking ecommerce company; and Sales at IBM.

### PROGRAM TAKE-AWAYS:

- Discover the keys to being successful in these careers.
- Gain the networking opportunities and growth in sales and marketing careers.
- Learn the essential networking techniques to grow your sales and marketing careers.



**Dana Manciangli**  
CUT THE CRAP, GET A JOB

LinkedIn: <http://linkedin.com/in/DanaManciagli> | Twitter: <https://twitter.com/DanaManciagli>

Facebook: <https://facebook.com/DanaManciagliCareerCoach> | YouTube: <http://youtube.com/user/CutTheCrapGetAJob>

Pinterest: <https://pinterest.com/DanaManciagli> | Google+: <https://plus.google.com/b/106167442167068566394/>

RSS: <http://danamanciagli.com/feed>