



Brynne Tillman has been the region's leading Sales Trainer and Author on social selling and leveraging LinkedIn for business development for over 20 years. During much of this period she was President of the Business Development University which provides sales training, coaching and consulting services in this subject area. More recently as Vengreso's Chief Learning Officer, Brynne brings practical applications to sales teams enabling them to be considered subject matter experts, gain access to more qualified buyers, and convert connections to phone calls.

Brynne's most recent book is titled: The LinkedIn Sales Playbook, a Tactical Guide to Social Selling. She will have a few copies of this book available for purchase at this event. The cost is \$29.95, cash or credit card only. [The availability of presenter's products for sale is offered as a courtesy only. No endorsement or promotion on the part of the Greater West Chester Chamber of Commerce is stated or implied.]