



PRESS RELEASE

Mike Fazio, *Career TEAM Consulting* is named NAWDP Keynote Speaker

North Haven, Connecticut 2011-

Mike Fazio, *Career TEAM Consulting* Vice President, has been named the keynote speaker for the NAWDP 2011 Annual Conference. The 2011 NAWDP annual conference theme is “Turning The Tide” and will be held in Virginia Beach, VA on May 16th - 19th. Mike will be speaking on the topic of “Job Developers Are Salespeople?” Mike stated in the February 2011 NAWDP Advantage Newsletter, “Selling vs. Telling is what Job Developers should focus on and deliver – everyday. That means Finding New Prospecting Methods; Asking More Relevant Qualifying Questions; Overcoming Every Objection; and yes, Closing More Deals.” Mike Fazio’s Job Developer Certification program has been taught to workforce people from all 50 states, Puerto Rico and US Virgin Islands. Mike is looking forward to the 2011 annual conference.

About Mike Fazio, Vice President:

Mike has enjoyed a 20 year career focused on Sales Management, Marketing, Training and Recruiting, with a definitive belief that consistent, enthusiastic Coaching and Leadership Development provides individuals and organizations with the tools needed to reach higher levels of performance. He has historically implemented successful strategies in both his corporate and government experiences. Mike is a well known regular keynote speaker and workshop trainer throughout the workforce development industry. His lively, interactive and entertaining sessions are always filled to capacity!

