

Certificate of Completion

Congratulations on completing **Beyond Analytics: The Power of Your Network**, the professional development program for the professionals of Clarion Partners.

By participating in this program, you've mastered the skills of:

- **Networking** and why it is essential for your long-term career success
- Building trust with others through **active listening** techniques
- The art of **working a room** when in-person networking
- Crafting your elevator pitch to make a **positive, lasting impression**
- **Building** a personal board of directors of mentors, sponsors, and industry contacts



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