



Senator Patrick M. Gallivan's Small Business Summit

Small Business Owners, Entrepreneurs and Working Professionals...

As a member of the small business community, you know that guiding and growing any business can be difficult with seemingly few resources dedicated to helping you.

With that challenge in mind, I am once again teaming up with the West Seneca Chamber of Commerce for another in a series of small business summits, and I invite you to attend!

The event is **free** and will be held at the West Seneca Community Center on **Tuesday, October 22 from 7:30 AM to 9:30 AM**. This session is titled "**Are You Generating Enough Leads to Hit Your Sales Goals?**"

Space is limited so please review the information below and register right away.

I hope to see you there!

A handwritten signature in blue ink that reads "Patrick M. Gallivan".

Patrick M. Gallivan
New York State Senator – 59th District

When: Tuesday Oct. 22, 2019. Registration at 7:30. Program will start promptly at 8:00 AM.

Where: West Seneca Community Center, 1300 Union Rd., West Seneca.

Presentations will include:

What is being done for small business in Albany? – State Senator Patrick M. Gallivan

Senator Gallivan was first elected to the Senate in 2010, representing all or parts of Erie, Wyoming, Livingston and Monroe Counties. He is a small business owner and has pushed to eliminate onerous and outdated regulations on private businesses.

Are You Generating Enough Leads to Hit Your Sales Goals? - Frank Swiatek

Frank was a performance consultant for 15 years at Verizon Wireless at a time when the company went from \$192 million to \$62 billion in sales. He was on the inside and observed, learned, taught and coached the mindset, skills and behaviors, which created that type of staggering growth. He will help you avoid the "feast or famine" sales syndrome that is familiar to too many business owners and salespeople. This up and down sales roller coaster puts your business in jeopardy and is the leading cause of business deaths. Attend this summit and learn tested and proven strategies for generating leads that you can implement in your business.

Reserve your spot today by contacting Mitch Martin, Community Representative for Senator Gallivan. Email Mitch@senatorgallivan.com or call (716) 656-8544.