

# *Emerging Leaders of Waltham and Watertown*

**Thursday - June 22, 2017**

Location: Watertown Savings Bank, 60 Main Street, Watertown

Meeting Time: 8:30am – 2:00pm

## **Agenda**

### **Agenda Item**

- 1) **Introduction** (Overview of the day's activities)
- 2) **Interviewing Skills** (Develop techniques to successfully prepare for job, college or sales interviews)
- 3) **How Does a Bank Make Money?** (Commercial Bank vs. Mutual Savings Bank)
- 4) **Car Purchase Cost Analysis** (Sales tax, excise tax, and insurance)
- 5) **Life Techniques** (Name recognition proficiency to build better professional relationships)
- 6) **Entrepreneurial Workshop** (Ideas on how to start, run, and market a business)
- 7) **Guest Speakers** (We have a variety of professionals who will offer valuable insight on their personal successes)
- 8) **Small Business Break-out Groups** (Emerging Leader participants will work with a mentor to develop a business model and analyze the market)



DALE CARNEGIE®  
TRAINING