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BARRA GWYNN ENTERPRISES EMBARKS ON COLLABORATIVE BUSINESS NETWORKING SEMINARS

*Offered in Orange County, Calif. - Three-Part Workshop Topics
Highlight Networking Fundamentals 1-2-3*

Yorba Linda, Calif. – March 7, 2007 – Barra Gwynn Enterprises (BGE), a leading consultancy offering technical insight, operations perfection, leadership consulting and executive coaching to transitioning businesses, today announced its collaborative Business Networking Seminar Series with Jacque Daniel Enterprises (JDE), that began on December 1, 2006 and will concluded in February, 2007.

Each one-day Workshop offers participants a personalized course that applies their individual personality, outlook, experiences and goals to help them develop and utilize more successful networking skills. Hands-on coaching encourages participants to vitalize and focus their personal development, experience, capabilities, desires, and successes. The sequential networking fundamentals workshops follow:

Workshop I - Business Networking Introductions Workshop - establishes fundamental business principles and identifies the individual's unique proposition designed to invite further dialog. Assisting the individual in characterizing a provocative and informative 15-second "opening," participants define the premise of further conversations within their scope.

Workshop II - Business Networking Conversations Workshop - establishes fundamental business and communication principles that foster further dialog by establishing business and personal connections, as well as clearly outlining participant's unique business proposition, personality and issues. Defining the future of the "budding" relationship effectively and selectively for each participant, this workshop promotes the "suspect-to-prospect-to-customer" process.

Workshop III - Business Networking Continuation and Maintenance Workshop - offers follow-up and maintenance training through continuing business and communication principles. By reinforcing the established expectations within the participant's comfort zone and also consistent with their customers, the workshop fine-tunes the individual's networking approach and refines a consistent, and effective methodology that will gain market penetration, referrals and new customers.

"The workshop series will expand the individual's networking skills, capabilities and methods in their most comfortable means," said Mo Aiken, BGE principal. "Not only will the "funnel" that takes suspects to prospects to customers be more efficient and effective, but it will also establish a consistent means of communicating with past, current and future customers as well," Aiken said.

Workshop I was on December 1, 2006; Workshop II was held on January 19th 2007, and Workshop III was held on February 2nd. The next series are scheduled on February 16th, February 23rd and March 9th. Call 888-721-1777 for locations and pricing.

About Barra Gwynn Enterprises

An operations and strategic planning consultancy, Barra Gwynn Enterprises' founder and principal Mo Aiken delivers technical insight, leadership consulting and executive coaching to transitioning businesses seeking improved productivity, efficiency, and bottom-line profitability. A thirty-five-year veteran and skilled communicator, Aiken effectively interacts with all organization levels to successfully integrate key business functions and best practices for profitable problem resolution. Barra Gwynn Enterprises was founded in 1992 by Mo Aiken. For more information please call 714-961-0413 or visit: www.barragwynn.com.

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