



As Seen On:



Cami Baker: Speaker Packet

Cami Baker is an International Speaker, Fiercely Entrepreneurial, HGTV House Hunters veteran and Networking Strategy Expert who has given over 1,000 presentations to audiences as large as 30,000. Her keynote, “Mingle to Millions, The Art and Science of building business relationships and mastering referrals” is also the name of her book. Cami has worked with companies like Berkshire Hathaway, Ronald McDonald House, Keller Williams and hundreds of other groups assisting their people in the art and science of building resources, relationships and revenue that ROCK! She has been featured in Success from Home Magazine, on HGTV twice and as a judge on NBC’s The Celebrity Apprentice.

Audiences are engaged, participate in activities, take notes and whether they are a novice networker or a professional prospector they leave with actionable steps to increase their income, influence and impact!

Talks, webinars and workshops:

Mingle to Millions, The Art and Science of building business relationships and mastering referrals

- How are you being Received and Perceived in the market place?
- How are you showing up in every aspect of life?
- What is your first impression? How are your conversation skills? Are you following up at all and if so how is that working?

In this keynote Cami shares networking and personal branding strategies that upshift business people from being a “Shark” chasing, hunting and pursuing “Prey” to the “Fisherperson” who has something so yummy and attractive that their resources, relationships and revenue naturally come to them.

Intentional Business Networking Drastically Increases Your NET WORTH !

Mingling our way to Millions doesn't have to be painful or “work”. Take the work out of networking and NetPLAY(™) your way to success!

- First impressions that impress
- How to create memorable, meaningful, masterful conversation that flows to fruitful follow up.
- Follow through that flows revenue.
- Elevate, Associate, Collaborate...how to do business with the uber-business minded to take your business to the stratospherically level!

Fear to FIERCE...The Fortune is in the phone, Facebook and face to face follow through!

Cami utilizes her 40+ years as an Entrepreneur, 15+ years as a Networking and Personal Branding Strategist and her experience at 1,000's of networking events, speaking from 100's of LIVE/Virtual stages and 100's of personal case studies to assist the audience in:

- Networking, communication and rapport building skills are equally as important no matter what the platform.
- Using 7% words, 38% tonality and 55% body language is important ESPECIALLY over the phone.
- How are you being perceived and received in your written word. Words are only 7%, yet choose them carefully.
- How to set yourself up for Follow Through Fortune BEFORE you even go the the event in the first place. “Research, Reach out and Relationship Build”
- Setting intention, paying attention and having retention of resources, relationships and revenue that ROCK!

15 years of phone training with Global leaders in Personality Styles, Body Language, NLP and Human Interaction Skills has made Ms. Baker an expert in this field. Coupled with 100,000's of phone calls, 1,000's of business networking events (attended ,facilitated and spoken at), 1,000's of appointments set and executed, Cami has a “Real, Raw and Relatable” style that Entrepreneurs, Business owners and commission based salespeople can appreciate. Create even more income, influence and impact from this educational, entertaining and inspiring experience.

Bridge the humanity gap...creating Income, Influence and Impact

Through stories, examples and activities the audience is engaged in the flow from mindset to skill set. They are encouraged to dream about what is their reason for networking, their ultimate goal. Is it income, influence or impact? Is it local, regional, global or national in nature? Each person wants something unique to them.

There is nothing as unfair as the equal treatment of unequals, so we determine what is their unique why and then discuss how to start back at square one with Communication and do it with intention so we pay attention therefor creating the retention of the resources, relationships and revenue that ROCK!

- **Communicate.** This isn't the same as conversate below. Communication includes body language and what we are saying out loud before we ever open our mouths.
- **Conversate.** What personality are you? (I'll tell you what this means.) Mirroring and matching, repeat/acknowledge/approve. Learn how to start all of your conversations creatively and memorably.
- **Collaborate.** How are you following up after you meet someone? What do you bring to the table that is of value? How can you work with another person for a win-win0win outcome?
- **Create.** What are you looking to achieve from networking? Do you want to obtain friends? Leads? Speaking engagements? Paying customers? Clients? Contracts? Contribution? Giving back? Immediate return? Help your long term vision?
- **Income.** Want to build your business while networking? Be compensated for your time and effort? Of course you do, so let's look at that and how to monetize your networking.
- **Influence.** Does being a person of influence matter to you? Does influencing people sound intimidating, exciting or have you never even considered it before? Influence is going on everyday — either you are being influenced or you are influencing, so let's be aware of the context of this while networking!
- **Impact.** We are in the 'community economy' and making an impact is at the forefront of heart-centered, visionary entrepreneurs minds. If making a difference and being on a mission is important to you, this rule will be the 'crescendo' of The New Rules of Networking™.

******Cami is also an expert in the real estate industry. *******

Top 5% from year one, after 15 years as a "pleasantly assertive" prospector Cami has 20+ Sources of SIZZLING HOT Sellers and a full day Bootcamp known as "10 Listings in 30 Days!" LIVE.

"3 Mistakes Realtors Make that is costing them 100's of thousands of dollars a year!"

Cami shares in her typical real, raw and relatable style how she was a single mother, new to town, broke as a joke, brand new to real estate and yet made \$100,000+ her first year.

Thru mentorship, she was taught and now teaches:

- How to find WHO needs to sell NOW
- Know WHAT to say when contacting them
- More importantly HOW to say what to say with tonality, body language, mirroring/matching and personalities styles.
- Most important of all.....who you are BEING when you communicate. The skillset is important, yet it is the mindset that is 90% of the battle.

In this 1.5 hour overview Cami can share the concepts of the Who, What, How and who you are Being. Leaving the audience with the list of 20+ Sources of Sizzling Hot sellers, the scripts to call them and suggestions for resources on mindset.

To get into further details, role play and put together a plan of action to get INTO ACTION there is:

“10 Listings in 30 Days!” LIVE!

This is a FULL DAY BOOTCAMP incorporating the above overview, LOTS of activities to put the scripts into practice and a business building session giving the agents an actionable plan to take “10 Listings in 30 Days!”

Upon negotiated terms, your audience will be offered:

Offer #1: The audience will be invited to receive a FREE gift in the form of a PDF file or video series that are created and intended to give consumer immediately actionable ways to connect with people on a deeper level. Upping their game as a networker, business owner, employee and human being in general.

Offer #2: When appropriate Cami will offer a 30 minute strategy session valued at \$200.

Offer #3: *NOTE: This applies only if this is a Speak to Sell event. We have several products and packages to serve your community starting at \$47. If this is appropriate for your event, please work out the details of our sales arrangement with the team.*

BIOS for Copy and Promotional Purposes (Host Intro on the following page)

Cami Baker – Mini Bio (50 words)

Cami Baker is an Expert and Master at networking, communicating, and rapport building. She has been a business owner since the age of 23 (entrepreneur since 8 years old), her business experience spans brick & mortar, real estate, sales, consulting, and leading a team of 10,000+ business associates worldwide. Cami has become a global speaker to thousands LIVE and virtually. She is known for being “Real, Raw and Relatable”.

Cami Baker – Short Bio (150 words)

Cami Baker is an International Speaker, Fiercely Entrepreneurial, HGTV House Hunters veteran and Networking Strategy Expert who has given over 1,000 presentations to audiences as large as 30,000. Her keynote, “Mingle to Millions, The Art and Science of building business relationships and mastering referrals” is also the name of her book. Cami has worked with companies like Berkshire Hathaway, Ronald McDonald House, Keller Williams and hundreds of other groups assisting their people in the art and science of building resources, relationships

and revenue that ROCK! She has been featured in Success from Home Magazine, on HGTV twice and as a judge on NBC's The Celebrity Apprentice.

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Cami Baker --Full BIO:

Cami started looking for ways to increase her net worth at 8 years old by selling gum to kids at school for a profit, and loan sharking to her brother, who was always broke! She owned her first brick and mortar business at 23 in Panama City Beach, FL, where her 10,000SF beach bar/full kitchen/laundry mat establishment would be both her home and business for 8 years.

At the age of 32, she started her self-development phase by reading all the books she could on mindset, NLP/body language, rapport building, spirituality and a ton of other topics including real estate as that was her career. Cami was 32 and a single mom in a new town, who didn't know anyone and needed to meet people to grow her entrepreneurship as an independent contractor/salesperson. That is where her story as a Master Networker really begins.

Cami saw the mistakes she was making: Not knowing what to say; how to approach people; nor follow up. She grabbed every business card from every person at the events just to have stacks of cards, but wound up with no results. There were many mornings of getting up early or staying out late. As they say, irritation turned to motivation and she became absolutely obsessed with how to be a professional and successful networker! Over the last 15 years, her networking skills have landed her some pretty cool accolades including, but not limited to: Her credentials are as follows:

- Client list includes:
 - Berkshire Hathaway
 - Ronald McDonald House
 - Century 21
 - Hope Dove Organization
 - Keller Williams
 - Creative Office Pavilion
 - CIBOR (Commercial Industrial Board of Realtors)
- Currently Co-host with C 21 for the "Real Estate Roadshow" airing on WBIN
- Featured on HGTV's "My House Is Worth What?"
- Featured on HGTV's "House Hunters"
- Written up in "Success from Home Magazine"
- Guest judge on the "Celebrity Apprentice"
- Speaker for "National Association of Professional Women"
- Speaker for "Boston Business Network"
- Speaker for "Habitudes Warrior"
- Multiple local newspaper stories
- Multiple radio interviews
- Creator and coach for "Keepin' it REAL in Real Estate" and "10 Listings in 30 Days" Bootcamp.
- Author of "Mingle to Millions, The Art and Science of building business relationships and mastering referrals"
- Multiple guest appearances on local news stations and public access TV interviews

- Raising money for charities, both local and national, including the Ronald McDonald House
- Instrumental in building a network of business partners 10,000+ strong worldwide
- Speaking to 1,000+ audiences as large as 30,000
- Worked in sales and marketing with the best coaches in the real estate industry, putting her in the top 5% of Realtors from her first year.
- Worked in sales and marketing with personal multimillion dollar mentors, leading to being in the top 5% of network markets within 6 months.

Cami started mentoring people on a one-on-one basis, and then mentored 10 people in her living room, which led to ultimately mentoring thousands over the years in multiple states and even on Broadway! Yes, Broadway... Okay, it was an office on Broadway but that's where it was located.

She has noticed that it doesn't matter where or who a person is. We all have the same basic hang ups when it comes to public speaking and talking to strangers. Her clients have ranged from a Portfolio Investment Strategist in NYC to small town residents in the mountains of Maine; college professors to high school dropouts. Her mentoring encompasses the young, old, wealthy, not so wealthy and everyone in between. The benefit of this huge cross section of people is seeing first hand that it doesn't matter who they are or what their status is in life — all people have the same general desires, fears, motivations, and phobias. This is profound to use to our advantage when networking. Not to "take advantage", but instead to use it to our advantage in being able to build rapport with anyone, anywhere, anytime. Our net worth is directly related to our network, so let's up our game and start building the network!

Speaker Introduction – for Hosts to Use

Our next speaker is an Expert Networking and Personal Branding strategist. She has been featured on HGTV's House Hunters and in the pages of Success from Home magazine. Her 1,000+ speaking engagements to as many as 30,000 include companies like Berkshire Hathaway, Ronald McDonald House and Keller Williams. Her keynote speech "Mingle to Millions, The Art and Science of Building Business Relationships and Mastering Referrals" is also the name of her book and shares strategies that build resources, relationships and revenue that ROCK! Please help me welcome to the stage, the Fabulous, Fierce and on FIRE...Cami Baker!

Questions if it is interview style:

1. Where did this fun fresh way of taking the work out of networking and NetPLAYING come from?
2. What are the 3 main challenges people have when they network?
3. What is the biggest mistake business owners make when "networking" virtually or live in person and what would you recommend to avoid this common mistake?
4. How do you help people overcome these challenges?
5. You refer to your system as "Intentional NetPLAY", please tell us about that?
6. Who is your ideal client?
7. What are some of the benefits your clients get from working with you?
8. I understand that you have FREE lists of tips and strategies available for our listeners. Where can they go to get these free gifts from you?
9. How can people contact you to learn more about "The New Rules of Networking" and to improve their communication skills?

10. Any last tips you'd like to share with our views/listeners?
(If there is a special offer/discount that we have agreed to, please ask me about this as well.)

Other questions if there is more time:

- You are known for talking about the mindset "Be, Do, Have" VS "Have, Do, Be". Can you share what this philosophy is about?
- One of your quotes is "It is not WHO you talk with or WHAT you say that is as important as HOW you say it and WHO you are being." Please share with us what you mean by that.
- Some of our listeners/viewers do lots of business online and through social media and may think to themselves "I don't need to do face to face networking, so this doesn't apply to me". How do your business networking skills and rapport building techniques actually apply to them?

Speaking Testimonials (from hosts):

September, 2016

As Chair of the **Temple Emanuel of Andover Professional Networking Group**, I worked with Cami to lead one of our monthly networking events. Cami was very easy to work with in preparation for the event, and she was outstanding as she led our group session in September 2016.

Cami's presentation on networking was relevant, extremely well organized, insightful in ways that could be implemented, and robustly and engagingly delivered. The audience was totally involved with her in a dynamic and enjoyable back and forth throughout the formal presentation and the Q&A follow up. Her advice, plainly and clearly presented, on how to meet, mingle, follow-up and build collaborative relationships in the networking process was reviewed extremely well by all attendees.

I would highly recommend Cami to individuals or groups looking to substantially improve networking results. Warm regards,

Jim

"I cannot thank you enough for your informative, dynamic presentation last night! You are so engaging and it is a pleasure watching your passion exude through your words and actions. I look forward to working with you further!"

Jen Pendleton

Event coordinator for the "National Association of Professional Women"

June 2016

"Even though I hadn't heard Cami speak in several years, I knew I was making the right choice by bringing her into the lineup for a marketing event I put on recently. Cami totally exceeded my expectations! My audience loved her. Her message was timely, fun and on point. If you're running meetings and events, I would recommend you see what Cami can do for you." – Mike Dolpies May 2016

"When I book experts for my Babes On Blab TV Show, I look for women who are not only clear on their message but who can also serve my audience as models of both humility AND success.

Working with Cami Baker was such a pleasure because she's so REAL. She has a REAL message of REAL success and she's also really REAL about what it took for her to get there. Generous in dispensing her wisdom, she's also really willing to shine her light gracefully, which makes her not only a great speaker but also an excellent mentor for women who want to mingle their way to millions. Authenticity is a key to Abundance and Cami has that in spades! If you are looking to book a hot speaker with a hot topic who can light a fire under your audience in the very best of ways, I would highly recommend considering Cami and getting her booked for your event right away!"

Amethyst Wyldfyre - Empress of Empowerment for Masterful Messengers at The Empowered Messenger.com and BabesonBlab.com TV Host February, 2016

Speaking Testimonials (from audience members):

(Richard mentions information I shared that night about how our communication is only 7% words):

"I'll start this email off right by sending you the most amazing cyber hug ever! Your performance at the Greater Boston Business Networking event Tuesday evening was impeccable. Your delivery was dynamic, you were engaging and your message was and is powerful. I've been fortunate to attend three of your presentations and each one is better than the last. You grace the stage with such poise and confidence [your body language speaks volume 55%], the eyes of the attendees were locked on you and their ears (mine included) hung to every word [7%] that was spoken [your tone emphasized your message 38%]. I love me some Cami Baker and will continue to learn as I am out "Net Playing" and building my visionary network. Most importantly, "Thank You!" for incorporating me into your presentation and for all the wonderful introductions."

Best Regards,

Richard Thomas
Corporate Sales Representative
Dancing Deer Baking Co.

"Thank you. You were terrific (I knew you would be!!). You're an excellent speaker and your message is clear and concise. We were all really happy to have attended and we all took away valuable information. Highlight for me was the list of questions beyond the "What do you do, where are you from" conversation. Thank you for this and so many other things. It was also an excellent reminder on a number of topics."

Yvonne Fulciniti, CHHC, AADP
Certified Health Coach
Young Living Essential Oils Independent Distributor

"You are Real, Raw and Relatable! Thank you for being authentic."

Kim Shane, Business owner
Jacksonville Florida event

Client Testimonials:

"Transforming passion into profit. That's what I feel as your client you are helping me do."
-Terri Foster, Life Coach, Fitness Coach, Professional Barrel Racer and CEO of The Focused Female in Bedford, NH
September 2016

“Cami is very creative and is not content to wait for things to come to her. She is always reaching out, thinking of new ways to connect and network better.”

-Joe Medved 30+ years with the American Red Cross

“Working with people takes a lot of knowledge about personality types and body language. Cami has taught me how important this is to build rapport and communicate effectively. I would recommend Cami as a coach to anyone who wants to become more successful!”

-Ashley Rioux Realtor Berkshire Hathaway

Speaking Experience (Virtual and Live):

- HGTV featured Realtor “My House Is Worth What?”
- HGTV featured Realtor “House Hunters”
- Host of “Real Estate Road Show” -- a monthly show with 2.4 Million viewers
- TV Favorite “Norm and Friends” live appearance 3 times 2006, 2011, 2015
- Speaker at 30,000 attended conference for network marketing company
- Speaker for “National Association of Professional Women”
- Speaker for “Hidden Profits Boston”
- Speaker for “Boston Business Networking”
- Speaker for “Habitude Warrior”
- LIVE 52+ meetup engagements throughout the Northeast as a Networking Expert
- LIVE 100+ personally hosted Networking events
- 300+ live co-hosted events for sales/marketing/presentation skills
- Babes on Blab Periscope appearance
- 100’s of radio, podcast and video interviews

Video samples of Cami’s speaking style and material:

“Ditch the Pitch” (excerpts from the book “Mingle to Millions”)

<https://vimeo.com/192286440/settings>

“Stop Sharkin! What VS Why” (excerpts from the book “Mingle to Millions”)

<https://vimeo.com/192286428/settings>

Cami Baker Sizzle Reel:

<https://vimeo.com/192384186>

Speaking Sample:

<https://vimeo.com/178267366>

“10 Listings in 30 Days!” 3 min commercial/testimonial (Real Estate)

<https://vimeo.com/156556520>

“10 Listings in 30 Days!” Segment 2 ‘Sources of Sellers and How we communicate’

<https://vimeo.com/170241258>

Website / Blog / Social Media

- <http://www.CamiBaker.com>
- <http://www.mingletomillions.com>
- <http://www.keepinitrealinrealestate.tv>
- Facebook: <http://www.facebook.com/cami.baker.56>
- Facebook Fan Page: <https://www.facebook.com/mingletomillions>
- MY VIMEO PAGE: <https://vimeo.com/user45598099>
- LinkedIn: <http://www.linkedin.com/in/camibaker>
- Instagram: camibaker1
- Snapchat: camibaker1

Contact Information

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MINGLE TO MILLIONS



A few of the many companies Cami has worked with



National Association of
Professional *Women*
THE POWER TO BE YOU