



**About Ivan Misner, David Alexander, and Brian Hilliard**  
authors of *Networking Like A Pro: Turning Contacts into Connections*

**Dr. Ivan Misner** is the founder and chairman of Business Networking International (BNI) the world's largest business networking organization. BNI was founded in 1985. The organization now has thousands of chapters throughout every populated continent of the world. Each year, BNI generates millions of referrals resulting in billions of dollars worth of business for its members.

Dr. Misner's Ph.D. is from the University of Southern California. He has written nine books, including his *New York Times* bestsellers: *Masters of Networking* and *Truth or Delusion? Busting Networking's Biggest Myths*. He is a monthly columnist for Entrepreneur.com and is chairman of the board for the Referral Institute—a referral training company with trainers around the world. He has taught business and social capital courses at several universities and sits on the board of directors for the Colorado School of Professional Psychology.

Called the “Father of Modern Networking” by many organizations and the “Networking Guru” by *Entrepreneur* magazine, Dr. Misner is considered one of the world's leading experts on business networking and has been a keynote speaker for major corporations and associations throughout the world. He has been featured in the *L.A. Times*, *Wall Street Journal*, and *The New York Times*, as well as on numerous TV and radio shows.

Dr. Misner is on the board of directors for the Haynes Children Center. He is the founder of the BNI-Misner Charitable Foundation and was recently named “Humanitarian of the Year” by the *Daily Bulletin*.

**David Alexander** is the CNO, Chief Networking Officer, of Referrals4life, LLC., one of the largest BNI franchises in the world. Referrals4life provides corporate training and individual coaching using programs from the world's leading referral training organization the Referral Institute.

Alexander is also a member of BNI's Founders Circle, and Platinum Club. He graduated from Western Carolina University with a Bachelor of Science in Natural Resources Management.

**Brian Hilliard** is a popular speaker and creator of the program “How to Market Your Business in less than 90 Days™.” He is considered one of the leading authorities in showing busy entrepreneurs how to get more business right away.

Some of Hilliard's work has appeared nationally in *Black Enterprise Magazine*, *About.com*, and the *Martha Zoller Morning Show*. He has also produced a DVD entitled, “How to Create an

Attention Grabbing, Client Generating, 60 Second Elevator Pitch,” and he’s best known for delivering dynamic, thought-provoking workshops that keep people coming back.