



Networking Power[®]

Professional Development Seminar

LEARNING OUTCOMES

- HOW TO INTRODUCE YOURSELF TO NEW PEOPLE IN ANY MEETING OR NETWORKING SITUATION
- THE BEST THINGS TO TALK ABOUT WHEN STARTING A CONVERSATION OR USING SMALL TALK
- HOW TO COME ACROSS TO ANYONE AS A SINCERE AND INTERESTING PERSON WHO OTHER PEOPLE WANT TO TALK TO
- WHAT YOU SHOULD NEVER DISCUSS WHEN YOU MEET PEOPLE FOR THE FIRST TIME

Do your managers or staff need to network with customers or represent your organisation during or outside business hours? Believe it or not, many highly skilled professional people get quite stressed at the very thought of meeting new people or striking up a conversation with someone they have just met.

Some of the most common fears of networking or meeting other people include:

- Not remembering names
- Being ignored or even worse, rejected
- Feeling nervous about meeting new people
- Not knowing what to say or how to keep a conversation flowing
- Coming off as 'pushy'

As experts already know, networking in personal or professional circles depends on a person's ability to connect *naturally* with others. Considering that over 85% of an organisation's new business comes from referrals, as well as additional work, networking skills are critical for the future of any business (or career).

If you have people within your workplace who have been avoiding networking; or hating every minute of it – that's about to change! Once your people understand the simple, yet proven networking strategies that they'll learn at the one-day **Networking Power[®]**, they will go to their next event feeling more relaxed and will enjoy meeting people and growing their business and personal relationships.

During this interactive seminar, participants will learn that networking, communicating and meeting others doesn't have to be hard or stressful; especially if they know the success shortcuts to networking, and are smart about how to network!

- ✔ How to reduce nerves when stepping out to meet people.
- ✔ Great ways to introduce yourself: Tips for building warmth and rapport.
- ✔ Things you need to do within the first 5 minutes of the initial introduction.
- ✔ The best way of building visibility in a room.



Seminar Overview

What's Included

SESSION OUTLINE (One-Day Program 8:30 – 5:00pm)

SESSION 1

- Why is networking important?
- Assess your networking skills
- Should you change your mindset about networking?
- Set Your Strategy
- The key to developing relationships

SESSION 2

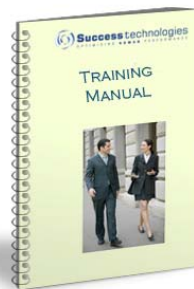
- The fundamentals of emotional intelligence
- Assessing your emotional intelligence
- Understanding self-awareness
- Understanding self-confidence
- Understanding self-control
- Understanding empathy
- Understanding social Competency

SESSION 3

- What are your networking goals?
- The big 20 networking turn-offs
- What to say after "hello"
- Who are you?"
- "What do you do?"
- "What are we going to talk about?"
- How to make any conversation flow easily
- How to conclude your conversations
- Why you should always follow through

SESSION 4

- Networking at work
- How to become a Rainmaker
- Setting up times to network
- How to connect and network at trade shows and conferences



EACH PARTICIPANT RECEIVES

Each participant receives a professionally produced, training manual and reference material. In addition, participants receive a password to online e-learning and reference material (where they can access audio coaching files, white papers, posters, and other training materials).

FREE eCOACHING FOR ALL PARTICIPANTS

To help participants implement all they have learnt at this powerful seminar, they'll also receive access to a 6 month e-Coaching program free!

This unique coaching program starts 14 days after the training.



At the comfort of their desk and at a time which suits them, participants enjoy these eCoaching sessions, as they reinforce all that has been learnt at this development program.

CERTIFICATE OF ACCOMPLISHMENT

Each participant also receives a customised "Certificate of Accomplishment", to be framed and displayed at their office or home.



CONTACTING US

P.O Box 2124, Prahran
Melbourne VIC 3181
P: 1300-881-891
P: (03) 9533-9533
E: mail@success.net.au
W: www.success.net.au

