

# **Networking For Success**

## **Training Description**

How many times have you heard yourself or others say: 'It's not what you know but who you know'? Well, how will anyone know what you know if they don't have the opportunity of meeting with you? Successful professionals understand that networking is vital in order to build relationships with the right people and that doesn't always mean at a pre-determined place or a pre-determined time. All too frequently these meetings are set up because the time of the initial contact, for instance on a plane or in the sauna, is not ideal to finalise career moves or business links. This course is designed to help you recognise opportunities and feel comfortable starting a conversation with a stranger. After all, all your friends were strangers once.

## **The Course Suits**

Anybody who would like to feel more comfortable walking into a room of strangers and, walking away with meaningful contacts.

## **Training Benefits**

- Greater confidence to meet and greet
- Successful strategies to enter a group and be welcomed
- Knowledge of the value of preparation
- A structure to follow-up after the event and maximise on opportunity

## **Course Timetable**

09.30 - 10.00 Coffee & Course Objectives

10.00 - 10.30 An understanding of why it is so difficult to listen at any event

10.30 - 11.00 Ways to understand the benefits of listening rather than talking

11.00 - 11.15 Coffee

11.15 - 12.00 Preparation & Planning for Networking

12.00 - 12.30 Taking control and breaking the ice!!

12.30 - 13.00 Creating the Right Impression

13.00 - 14.00 Lunch Break

14.00 - 14.30 Role Plays

14.30-15.15 Developing on the needs analysis from the role play

15.15 – 15.45 How to Follow Up

15.45 – 16.30 Overcoming any objections

16.30-16.45 Summary & Action Plans Agreed etc.