NETWORKING

Overview

A practical approach to making the age-old art of networking as impactful as possible, introducing simple to use techniques to confidently work a room and engage with people in order to build long-lasting, profitable relationships.

Who is it for?

This course is for people who need to network as part of their role; want to improve their networking skills, gain more confidence and have greater impact. The skills learned on this course can also be easily transferred to building stronger relationships with clients, prospect & colleagues.

Course content to include...

- How to banish nerves and get into the right state of mind
- The tools of networking and how to use them
- How to project and feel confident when entering a room
- How to build rapport quickly and easily
- How to approach people, the initial meet & greet
- How to get people to like you and engage with you
- How to develop a great 60 sec "lift pitch" to introduce what you do
- Making a good first impression
- What to say to open & continue fruitful conversations
- How to remember names
- How to "manage" a networking situation
- Networking etiquette and effective strategies to sell via the networking process

By the end of the course learners will be able to...

- Network with confidence & presence
- Approach and engage with the right people
- Use networking to build contacts and win business

"Well balanced, right level, right pace, interestingly presented."

Embed the Learning Long Term