



The 3-minute Networker

Program Outline

Overview

The “Networking Event” has become a staple of professional life, but what do you do once you’re there? Not much point hanging with your colleagues; you need to meet new people – expand your network.

In this fast-paced practical program we’ll show you how to make the most of these opportunities. You’ll learn how to strike up a conversation and keep it going, build rapport and make potentially valuable contacts.

Topics

- Making the right first impression
- Finding a connection
- Fast rapport
- Exiting conversations
- Following up
- *Exercise – The Cocktail Party*

Outcomes

- Make more effective use of networking events for business development purposes.
- Practical tips and techniques for building relationships quickly.
- Greater confidence, control and comfort at networking events.

Duration

3-hour session