

The Art of Networking



Networking is about making connections and building long-term, mutually beneficial relationships. Ultimately, it's not about who you know... but who knows you.

Anyone can become a good networker, and it is easier than you may think. Mastering the networking skills can help you to advance your career, open new business opportunities and make you better at handling a variety of other situations.

The Art of Networking workshop is designed to empower and inspire you to network strategically and effectively.

This **half-day workshop** will be delivered by Zoryna O'Donnell, MBA, FInstLM - an experienced trainer, coach and mentor.

The workshop will cover the following key elements:

- ✓ The purpose of networking and the skill sets involved
- ✓ Defining your networking goals
- ✓ Developing a strategic action plan for networking
- ✓ Utilising and developing your own existing network more effectively
- ✓ Identifying the right people in the right places to network
- ✓ Overcoming networking nerves
- ✓ Working a room effectively and confidently
- ✓ Make a positive, powerful and punchy impression
- ✓ Creating rapport, respect and win-win relationships
- ✓ Following-up, forging links, friendships, partnership and career opportunities

The Art of Networking workshop will equip you with useful insights into networking. It will provide you with tools and techniques for meeting new people, creating and maintaining meaningful and productive conversations, working a room and nurturing good business relationships, not only at networking events but also in your professional and social life.

Breakthrough Skills Programme™ for Women Discounted Fee - £40+VAT per person.

Standard Fee: £80+VAT per person for open access workshops.

Contact us for information about the dates and venues and to book your place:

Email: Zoryna.ODonnell@LMPlusConsulting.com



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