

networking

SKILLSHOT™ clinics



Do you want to:
broaden and strengthen your network?
develop relationship with those who matter?
eliminate fears about networking?

"You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you" Dale Carnegie

Designed to help you feel relaxed and confident about networking, this workshop will provide you with set of techniques and tools to develop, strengthen, and maintain your business network. It will enable you to identify the people you need to meet, engage with them effectively, and become someone others want to connect with.

In 2 hours you will

- Learn what networking is, its **benefits** and **barriers**
- Analyse your current network and identify opportunities for **expansion**
- Focus on the importance of networking with the **right attitude** and **mind-set**
- Learn how to **engage** with other networkers
- Practise presenting yourself with **maximum impact**
- Develop strategies to keep your contacts **live** and network **active**

SKILLSHOT™ approach

Our skillshot™ clinics are intensive, high energy, interactive, short-duration workshops.

We balance theory, to provide context, with practical application to promote impact.

You will be involved in a variety of work-related practical exercises, activities and role-plays, designed to build knowledge of the relevant principles and improve self-awareness.

Feedback will be given on your performance during each of the activities, focusing on both your strengths and improvement needs.

At the end of each clinic you will be asked to identify and commit to specific actions to apply in the work place.

What next?

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