

Introductions, referrals, recommendations and 'word of mouth advertising' are the most effective, and most cost-effective methods of new business acquisition for many businesses – all particularly available for influence in any networking situation. Although no one can guarantee them, you can greatly increase the chances of benefiting from all of them by successful networking. 'Networking' is about publicising yourself and your business by personal communication with as wide an audience as possible. The more people you talk to about what you offer, the more business you are likely to pick up through referrals and contacts. Learning how to do this begins with planning and using your interpersonal skills to ensure you are memorable for the right reasons!



How You Benefit

- Turn contacts into business
- Collect information and contacts of people who may give you business or refer you to others
- Give information to others
- Create a positive and accurate impression of what benefits people can achieve by working with you
- Get yourself and your company remembered so that you will come to mind when people come across a suitable opportunity for you



Who Should Attend

Anyone in the organisation who needs to build their confidence and competence in enhancing their networking skills



Duration

1 Day



Participant Materials

Participants will receive supporting materials for reference during and after the course



Style

A participative facilitator led workshop with tips, tools and techniques to aid anyone in becoming an effective networker and business builder.

Our emphasis is on the LEARNING and the workplace application of skills by the LEARNER

Let's get started!