



Be a Networking Maven

Topic Importance

Are you trying to connect with your target customers without much success? Do others refer you for business opportunities? Did you know that more than 80% of all jobs and business opportunities are found via networking? This **Interactive Workshop** will guide you to **get more customers and increase your revenue**.

Objectives

During this workshop, you will have opportunities to:

1. Illustrate your winning introduction – **Role-play**
2. Create goals for your next networking event – **Individual Exercise**
3. Develop your 1 page profile outline – **Individual Exercise**
4. Create a plan to become a resource for others – **Team Exercise**
5. Create your list of "strategic partners" to form alliances – **Individual Exercise**

Benefits

In 3 short hours you will learn:

1. Three components of a winning introduction
2. Five components of an effective networking profile
3. Five goals for a networking event
4. Ten observations to assess your "Networking" level

Expertise

Acquired from several years as a Corporate Manager, from MBA and Ph.D. (ABD) studies and research. Successfully apply these techniques as a Corporate Trainer and Motivational Speaker who delivers training workshops and keynote speeches to organizations.

Target Audience

Administrators, Business Owners, Executives, Managers, Professionals, Supervisors and anyone who wants to easily access information and make contacts

Duration

3-Hour **Interactive Workshop**

Class Size

10-12 participants - optimum for increased personalized attention and more interactions

Why Positive Actions

Since 2001, **Positive Actions** has motivated teams to increase productivity, teamwork and communications with each other and their customers through customized value-added Training Seminars and Motivational Speeches. **Positive Actions** quickly provides customized, creative, cutting-edge and value-added training solutions to satisfy your training needs. For example, we had a 2-day turnaround to provide training solutions to a major corporation that we successfully accomplished. Organizations save time and money and increase productivity that increase profits by using techniques learned in our workshops. Additionally, **Positive Actions** provides timely follow-up to enhance business objectives.

"Thank you for your wonderful seminar on Public Speaking. My group of trainers as well as myself learned so much from the exercises. We all felt empowered and more confident in our training capabilities."

L. Rones, Nordstrom Regional Director

Invest in your employees with Positive Actions today—satisfied employees provide fantastic customer service! *"Companies that invest above the average in employee learning outperform the stock market by more than 45%. Those that don't, under perform by 22%."* (ASTD/Bassi).