



Networking for Success

Select Your Learning Style

Facilitator-led 2 Day Program (Classroom)

OR

eLearning format (Self-paced)

Please refer to Pricing Page for cost per participant

Business networking is an effective and efficient way for business people to connect, develop meaningful relationships, and grow their businesses. These achievements don't come through a direct sales approach, however. They come from being interested in helping others, in listening, and in purposefully meeting and introducing people to one another. In this program, you'll learn the essential ingredients for business networking, including in-person, people-centered connections and online spaces such as LinkedIn.

What Will Participants Learn?

- ✓ Introduce yourself in a meaningful, memorable way, even if you've never worked on an elevator pitch before
- ✓ Be goal focused about networking so that you make the most of events you attend
- ✓ Apply the concept of give first and be helpful as part of a system of reciprocity
- ✓ Use strategy and systems in order to network effectively
- ✓ Leverage the availability and usefulness of the Internet, including LinkedIn and Twitter

What Topics are Covered?

- ✓ Assessing your networking skills
- ✓ Identifying opportunities and customizing your approach
- ✓ Creating a positive first impression
- ✓ Your memorable intro
- ✓ Starting the conversation
- ✓ The handshake
- ✓ Business cards
- ✓ Handling tough situations
- ✓ Following up
- ✓ Organizing your network
- ✓ Leveraging the internet

What's Included in Your Learning Style?

- ✓ Self-paced eLearning OR
- ✓ Interactive class environment – Facilitator-Led
- ✓ Specialized course materials and resources
- ✓ Personalized certificate of completion

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