

Networking for Success

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 course, you'll learn the essential ingredients for business networking, including in-person, people-centered connections and online spaces such as LinkedIn.

What Will Students 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?

- ✓ Instruction by an expert facilitator
- ✓ Small, interactive classes
- ✓ Specialized manual and course materials
- ✓ certificate of completion

Pre-Registration Information

Yes! I would like to attend **Networking for Success!** Sign me up for the following session:

- 310 Oak Avenue, NBS Building 3rd floor Randburg.
- Accreditation : SETA : 12255
Bankseta : Bank-Corne180502
- All Training are from 9:00 a.m. until 3:30 p.m.
- Cost: Per person. Kindly contact the call centre
- Timeframe : 1-2 days



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Banking Details

Account Name : Cornerstone Supreme
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