

Master Class – Doing More With *Networking*

Do you find networking frustrating and a waste of time?

You are not alone. Many people waste a lot of time going to networking events, and meet lots of interesting people who they never talk to again. Most people think networking is difficult, challenging thankless work that is focused on asking people to part with money!

It doesn't have to be that way - networking is not *just* about sales or meeting people. Networking is about building connections with the right people, leaving a professional trustworthy impression whilst understanding the mutually beneficial opportunities for both parties.

Quality vs quantity in challenging markets

We have all attended networking events and met the frenetic person dashing around the room collecting business cards. You may even have tried that approach yourself. The question is: out of the 100's of business cards collected how many were quality contacts?

Doing More with Networking provides a structured approach to networking that gets you focused on what you want to achieve. Through simple steps we show you how to identify your objectives, structure your conversation and establish trustworthy relationships with the people you meet.

Key Outcomes

- Create immediate positive impact
- Establish trustworthy relationships quickly
- Refine your 60 second pitch
- Build confidence in networking situations
- Understand the 4 key networking styles
- Develop strategic networking opportunities

Some of the areas covered

- Recognising different personality types
- Understanding communication styles
- The networking conversation funnel
- Business vs. Social networking
- Identifying your networking objectives
- Professional follow-ups

Small personal master classes

These master classes are held in our central London offices in Piccadilly. They are small and personal for up to 8 people and are ideal for Leaders and Senior people within organisations who enjoy being engaged and challenged. They are collaborative in style with a great deal of discussion led by one of our consultants and are suitable for those who are committed to improving their performance.

Tailor made master classes

We can tailor Master Classes to your precise requirements focusing on the areas that are most important to your organisation. Quite often our clients want to provide a common knowledge framework to their managers so they use similar tools in managing productivity within their teams.

We can provide these either offsite at our Piccadilly offices, at your offices or over the telephone spread over a series of conference calls.

We have the experience and the tools

Christina is an international organisational psychologist, and coach with over 15 years experience. She is the founder and managing director of CGA Management; a consultancy specialising in providing coaching, and consultancy to leaders and managers.

CGA Management spends a great deal of time researching its specialist areas, seeking out the cutting edge of current thinking –we focus on the application of those ideas to generate results for our clients.

We have funded places for our Master Classes which mean that one person from your organisation can attend absolutely free! Call 0203 355 4006 and ask for David Warburton, or take a look at our website www.time4change.com to **find out how you can do more with less time.**