

The Power of Networking

Creating Connections that Count!

Many people go to networking events—very few actually know how to network effectively. It's more than just handing out business cards and asking for referrals at the convention you may be attending. Today it has become a survival art. ... for marketing, for promotion, for friendships. In Susan Carnahan's hands-on training session, you will learn:

Course Objectives:

- The Best Places to Network
- To Create an Unforgettable Greeting—Starting with Your Name Tag
- What to Do When You Can't Remember Their Name
- Specific Advice for the Self-Employed
- How to Sparkle in the Information Age and on the Internet
- The Top 15 Networking Turn-Offs
- To Stop Selling Your Product and Start Selling an Appointment
- The Power of Success Circles and Mastermind Groups

"One of the best seminars I have been to—makes points that stick to memory. I can hardly wait to go back to work and begin to practice everything we've discussed today. I feel great!"

*Eva Taylor
Administrative Assistant
IFMA*

CONSIDER THIS ...

If there are 100 people in a room and you have two hours to network, you can connect with 50% of them and probably make 25 contacts. How long would it take you to make 50 contact sales calls in any other environment?

Jeffrey Gitomer
BuyGitomer

Networking is not a numbers game. The idea is not to see how many people you can meet. The idea is to compile a list of people you can count on.

Harvey Mackay

Susan!