



Being able to improve your confidence in professional networking, will help cultivate business opportunities, raise your profile and increase referrals.

Module 5, Professional networking skills, is a practical and interactive workshop, which explores how to increase your personal talents, confidence, motivation and professional profile. We will discover techniques and methods of how to get the most out of networking and find client events rewarding and fun.

Sometimes attending network events can become tiresome or intimidating but 'networking' is a vital part of modern business development. In this workshop we look at how we can get the most from the time invested. You will develop new skills on how to articulate your message and build confidence in your presence. You will be given the confidence to make the most of networking, enjoying events, finding ways to meet new clients.

This workshop is designed for client facing people and will explore the following:

- **Understanding the objectives of networking.**
- **Self-preparation and first impression management.**
- **How to develop networks and your own impact on people.**
- **Confidence in delivering the message.**

This workshop is designed to be engaging and easy to follow for those seeking a deeper understanding of how to develop business through professional networking, increasing return for their own chambers and raising their own personal standing.

“How is it done?”

All of our workshops are developed with high levels of input from delegates. We professionally coach our delegates rather than tell them what to do. By doing this we achieve maximum learning, high relevance to Chambers and embed change.

Delegates will experience low levels of PowerPoint and high levels of interaction, leaving with all course notes and extended reading material.

“What will I get from attending?”

- Confidence in attending network events.
- Understand what you can do to manage 'first impressions.'
- Prepare yourself to enjoy the process and find new satisfaction.
- Build your own personal profile and deliver more impact.
- Build more contacts and gain more referrals.