



ARIVU
Empower • Innovate • Perform

Networking Like a Professional (1-day)

They say, “It’s not what you know, but who you know”. Building those relationships requires a conscious recognition of the strategies and behaviours required. This event will open up the possibility for you to create a strong and lasting network of useful acquaintances by the use of these strategies and behaviours. Prepare for a challenging, revealing, stimulating and extremely rewarding day.

By the end of this course you will be able to:

- Begin building your network
- Extend your network
- Get noticed
- Build relationships
- Gain trust
- Strengthen the relationships
- Make the network operate to your benefit
- Using social media like LinkedIn, Twitter, Instagram and Facebook to network

What you can expect to gain:

Nature of Networks

- Identifying types of network
- How networks behave

Expanding Your Networks

- Using your current contacts to gain access
- Identifying areas of mutual interest
- Looking outside your immediate area for opportunities to expand your contact list using the internet
- Other remote methods of attracting networks

Joining and Leaving Groups

- Identifying desired groups
- Using current contacts
- Validating your entry into the group
- The power of the volunteer
- Moving on whilst maintaining the relationship

www.arivu.co.uk

**Innovative & Impactful Coaching & Consulting Services
To Transform Your Business**



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Breaking the Ice

- How to create a good impression
- Selecting powerful openings
- Sound and impact
- Creating alliances
- Impact without offence

Small Talk

- Identifying key subject areas
- Use of questioning
- How to prompt a response

Finding Common Ground

- Making a similar sound
- Triggering mutual engagement
- Identifying positive, common interests and experiences
- Avoiding the one-upmanship game
- Avoiding Unconscious Bias

Keeping the Conversation Going

- How to bring some energy to the conversation
- Changing pace
- Using stories, asking questions
- Building trust

Strengthening the Relationship

- Making it personal
- Building up positive credits
- Building obligation

If you require any specific training or coaching skills to suit your specific needs, then we can tailor-make it just for you. Just call us on our number 087 123 76 767 for a chat.

What others have said about these courses:

"If you don't like networking or feel that you could be a lot better at it, then this course gives you sound and useful tips, tricks and psychological techniques that will help you to make the right connections in the right networking events. After attending this course, I went to a networking event and won a major contract for my business, just by connecting in the right way and with the right person".

MD of Á La Mode.

To find out more about this course or to enquire about prices, training

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dates and locations, please contact us on **0871 237 6767** or email us at info@arivu.co.uk

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