

Networking – Netting work – Working your net – Working - Not Working!

It's not what you know – it's who you know! That old chestnut is still as relevant today as it always was.

We at Your Impact! Have gained all of our work from networking and are passionate about the power of networking, so we have pulled together the best expertise in the country to bring you a complete range of networking skills, tools and events. You can either start at the beginning and work your way through to Networking Guru or you can pick and choose, mix and match to suit your specific needs.

Strategy – One day workshop

- What is your personal or company strategy towards networking?
- Is there a specific goal?
- Is there follow up?
- What revenue do you want to generate versus costs?
- What are your ratios of success from networking?
- Is there a specific message(s)?
- Do you aim for industry specific events?
- Do you have internal power groups?
- Do you know who you know?
- Do you know who they know?
- Do you have close or internal contacts whose contacts you could benefit from?

What kind of networker are you? – One Day Workshop

By understanding yourself as well as fellow networkers you can really fine tune your skills and become a networking guru.

This is a one day session, which enables you to know yourself better and prepare you for your next networking event. You will come away with:

- More confidence
- Able to introduce yourself
- Spot what your fellow networkers are looking for
- How they want to be dealt with
- What types of questions to ask to keep the conversation flowing and productive
- How to follow up.

Using technology for Networking – ½ Day workshop

- Do you or your team use social networking forums such as Facebook, Linked in, Ecademy, twitter etc?
- What are the pro's and con's?
- How can you move with the times yet keep yourself safe and productive?
- Do you use all the features and functionality fully?

Internal Networking – 1 day workshop

- Do you cross sell within your organisation?
- Do you up-sell within your organisation
- Do you have potential business with current clients?
- Do you have accounts that would benefit from more than one service you offer?
- Do you have a strategic approach to maximising your current client base?

The Apprentice – 1 day event

One day in the life of 'The Apprentice' can result in a transformational change. Especially when what's sometimes needed is a complete makeover of somebody's subconscious personality. In 1984, a New York Times study on Social Anxiety asked people what they feared most. No 1 biggest fear was walking into a room full of strangers; No 2 fear was speaking and presenting in public.....and Death came third! This course draws on the outstanding learning model developed on the TV programme 'The Apprentice' and contains a practical, hands on and common sense approach to applying relevant skills to your business, using the best practices outlined by Lopata and Roper in their acclaimed book '...and death came third'. After an intense morning of theory and practice, your team will be whisked away by taxi to a LIVE networking event (eg a local B2B exhibition or large scale event such as The Hampton Court Flower Show, where hundreds of businesses exhibit). They will be able to put their new skills into practice, learn by their mistakes, review and improve their dialogue and deliver SMART objectives during the exercise. The experience in the field develops self esteem and confidence which can transform the way your team approach business and close sales forever.

Added Value

Networking Events

- Support – holding your hand
- Networking on your behalf
- How to set up and run a networking event
- How to plan to get the Return on Investment from a top of the range networking event
- Recommendation of and introductions to networking events

Working the room

This is a one hour session that can be used in a multiple of scenarios;

- At a networking event
- At a corporate event
- As a lunch learner or bite size learning module