

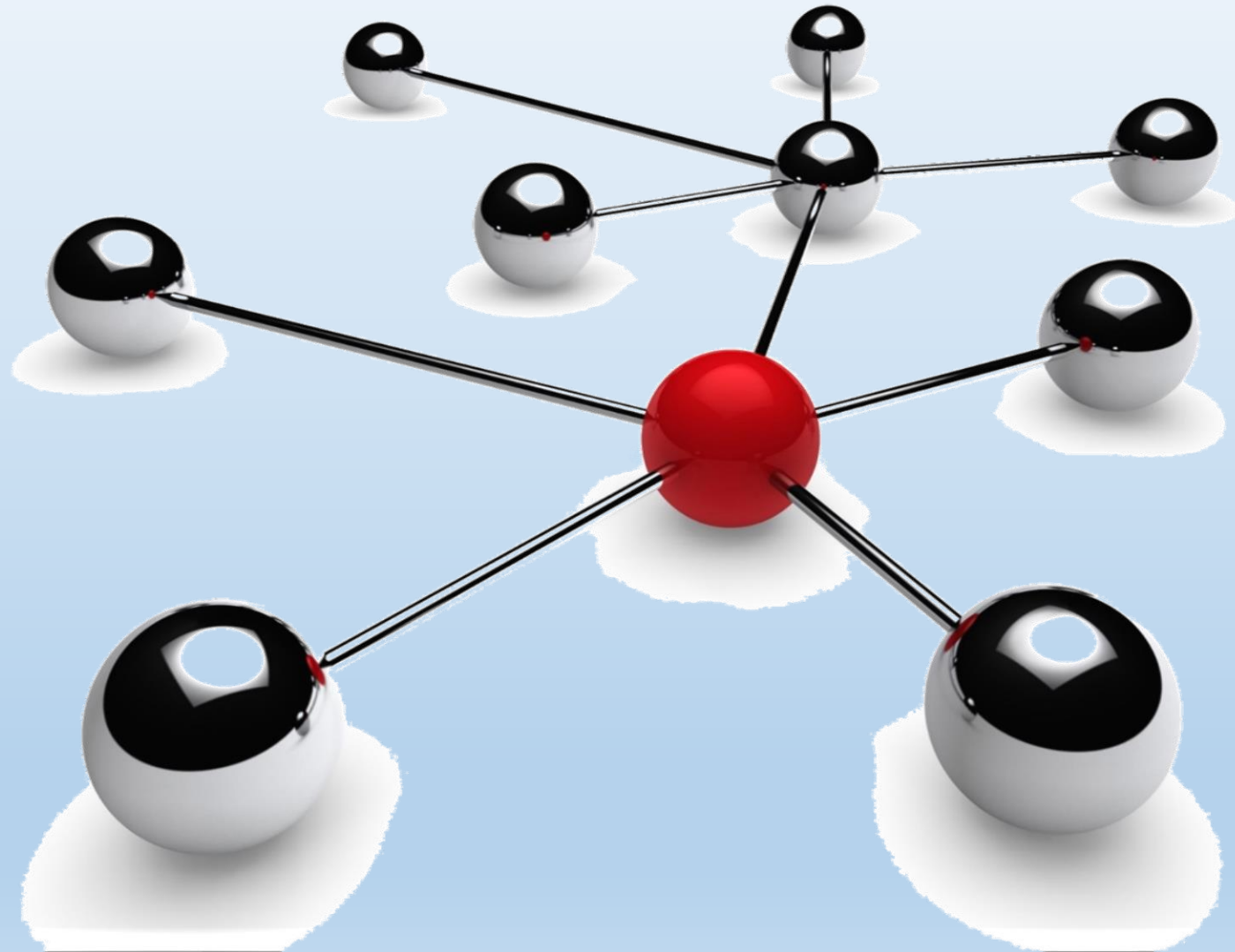
Diploma in Career Advancement

– Part I



Lesson 4 Networking

Presented by:
Dan Murphy



Questions

Has anyone create a new LinkedIn profile ???

How many people have you added since Monday?

Networking

Do you actively look for networking opportunities ?

What is the best networking avenue to use?



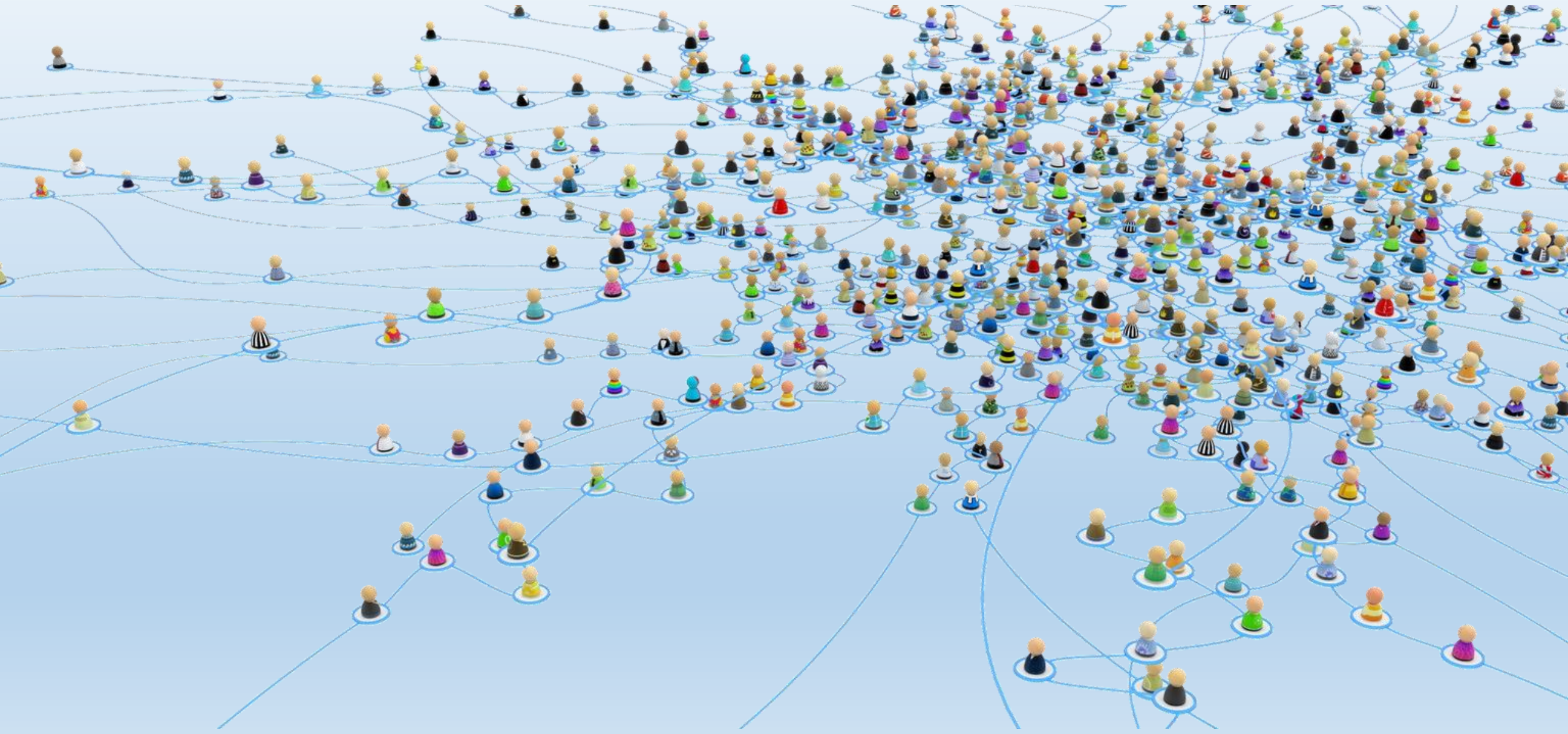
Today's Lesson

- You will learn to Open and Close conversations
- Turning a negative into a networking opportunity
- Opening Future doors today.
- You will increase your confidence

- Summary
- Next Steps
- Q & A



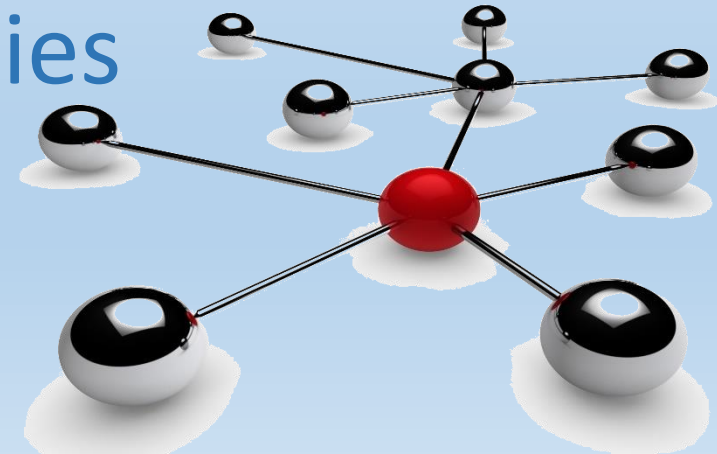
What Networking is...



Where to Network

Everywhere!!!

- Networking doesn't need to have an objective
- Everyone and anyone!!
- Making contacts increases opportunities



What Networking is NOT...

This is not a who's better! Or a sales pitch it's a introduction!!!

Don't need to tell them everything about you!!

This is opening a communication network!

Its all about **the future!!!**



Preparing for Networking Event

1. Research
2. Presenting yourself
3. Opening and Closing



Research for Networking Event

1. Know the topic being discussed
2. What Companies are going
3. Know a little about each one.



Can I have a minute of your time?!

What you're the worst opening line of any conversation?



Openers

Don't over complicate thing , direct and simple!

- Dan Murphy, Shaw Academy! Great to meet you!(shakes)
- Great speech from _____ , really insightful don't you think?
- Ask questions about their company.
- If your confident have a short joke about your industry.
- Don't go into long stories, keep everything to the point and relaxed.



How to Present Yourself



Appearance
Tone/Language
Body Language

If it's a free bar it no excuses to excess

This applies to everyday working life



Closing the door & Gaining a Contact

Don't over complicate thing , direct and simple!

- Dan Murphy, Shaw Academy! Great to meet you!(shakes)
- Great speech from _____ , really insightful don't you think?
- Ask questions about their company.
- If your confident have a short joke about your industry.
- Don't go into long stories, keep everything to the point and relaxed.



CONCLUSION



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Who here as received this call or this email?

unfortunately...

You were unsuccessful in your application.

Networking in current position

- Everyone has Co-Workers, use them as networking opportunities
- Have a honest conversation about your career.
- Asking questions get information about prospects/future roles.
- Your Goals or Ideal roles don't need to be secret!

Networking Options

- LinkedIn
- Work
- Facebook
- Family friends
- Everywhere else

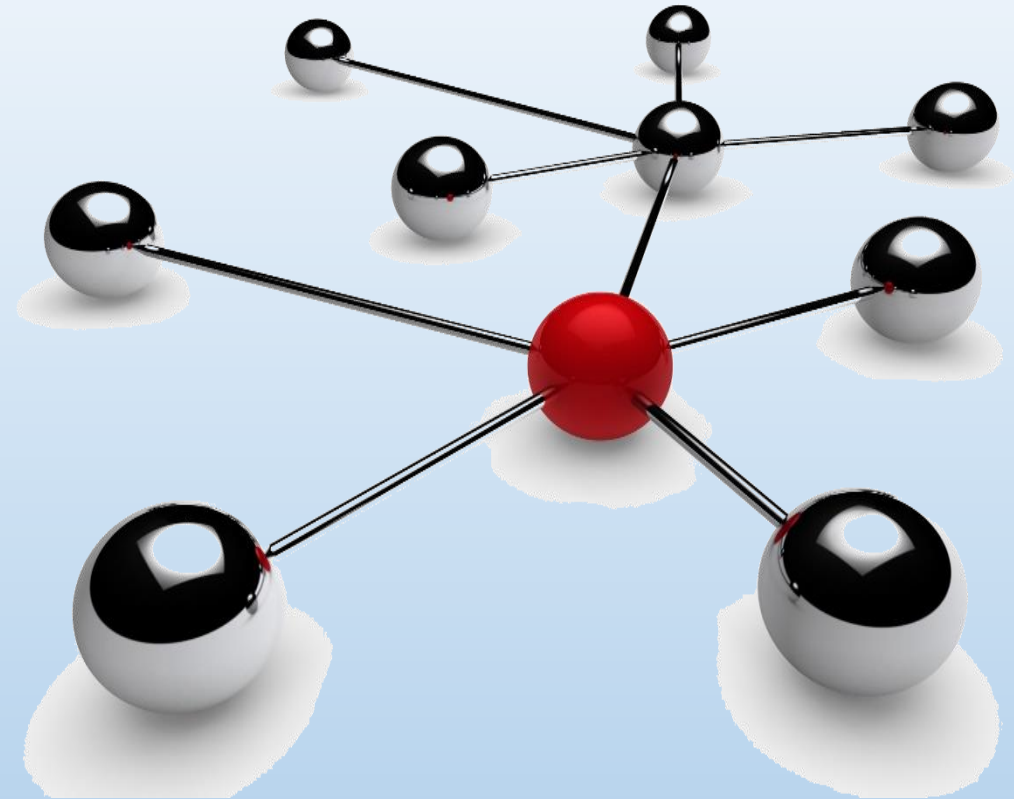


Summary

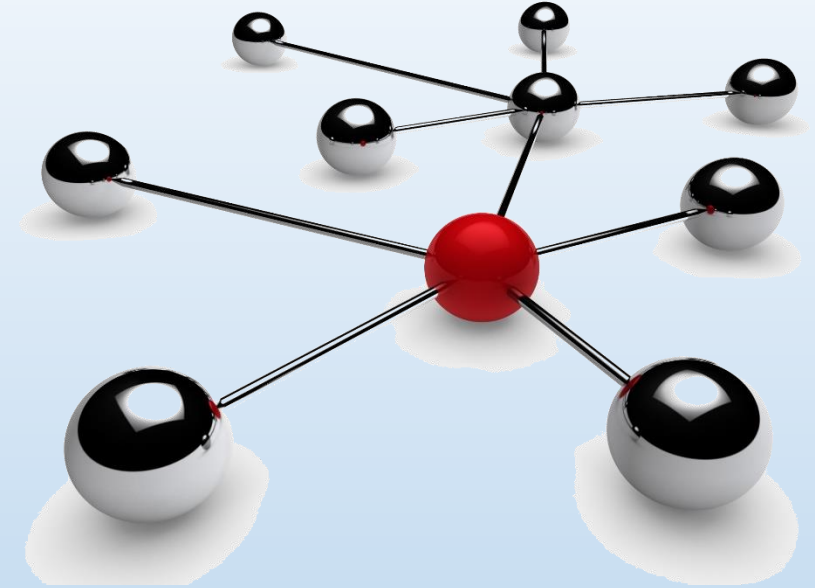
- ✓ You learned to start conversations,
- ✓ Turned a dead end into a opportunity,
- ✓ Identifying opportunities to Network,
- ✓ We explored conversational hooks,
- ✓ Increased your confidence,

- ✓ Now we can start building your network
- ✓ Attend all of the lessons live

- ✓ We're here to help, so contact us anytime! Dan.murphy@shawacademy.com



- Any question on networking?
- LinkedIn Questions ?



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