

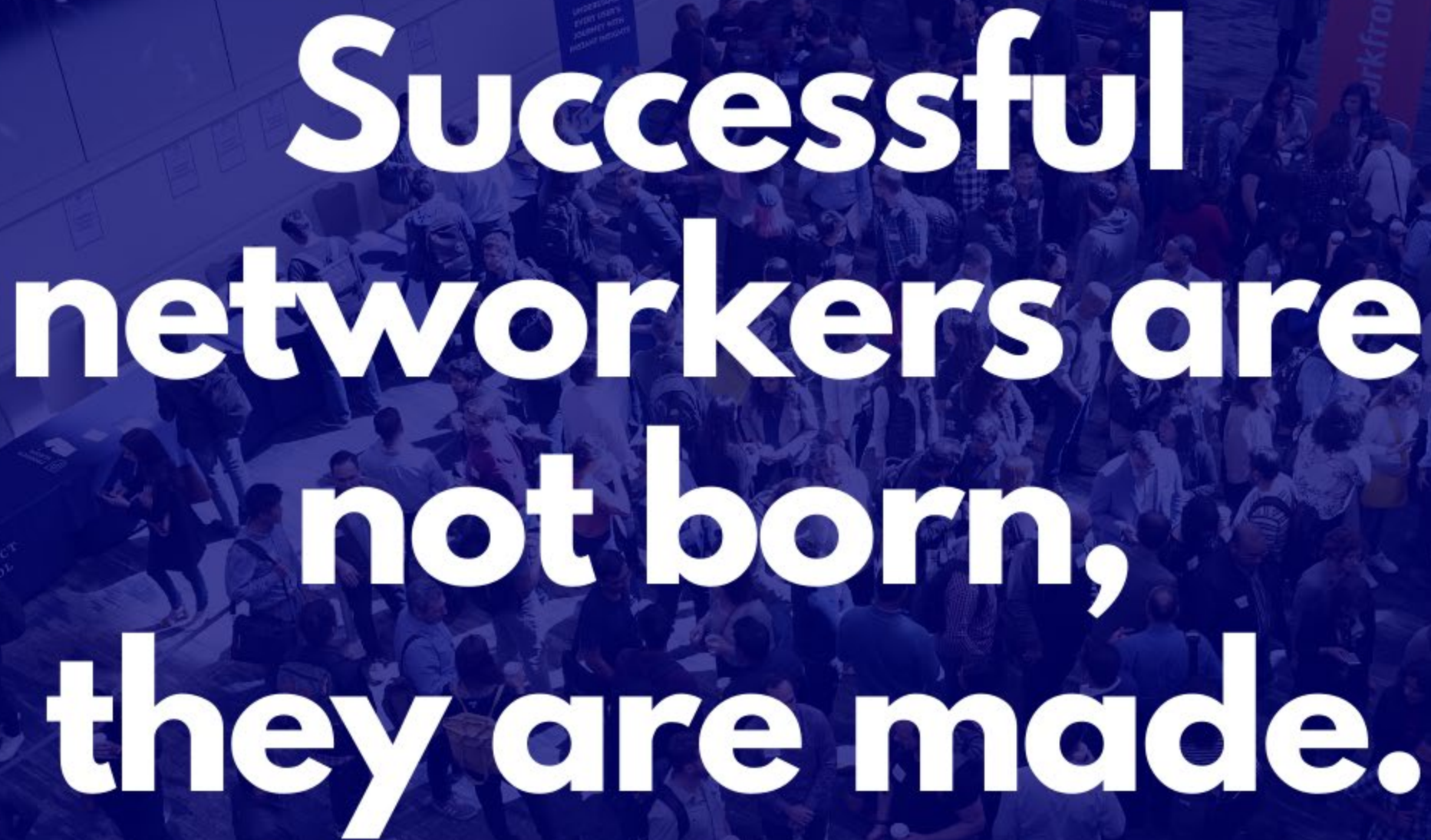


**If Networking is So
Important How Come
No One Has Ever
Taught Me How?**



Hola
你好
שלום
Bonjour
مرحبًا





**Successful
networkers are
not born,
they are made.**



A paperclip is positioned at the top center, holding a stack of two Polaroid-style photos. The top photo is white with a white border and contains the text 'Reframe Networking'. The background of the entire image is a dark blue, semi-transparent crowd of people at a conference or event.

Reframe Networking



**Plan &
Prepare**

Engage


**Nurture
Your
Network**





Plan & Prepare

I belong in
this room,
and so does
everyone
else.



Plan &
Prepare

Plan &
Prepare

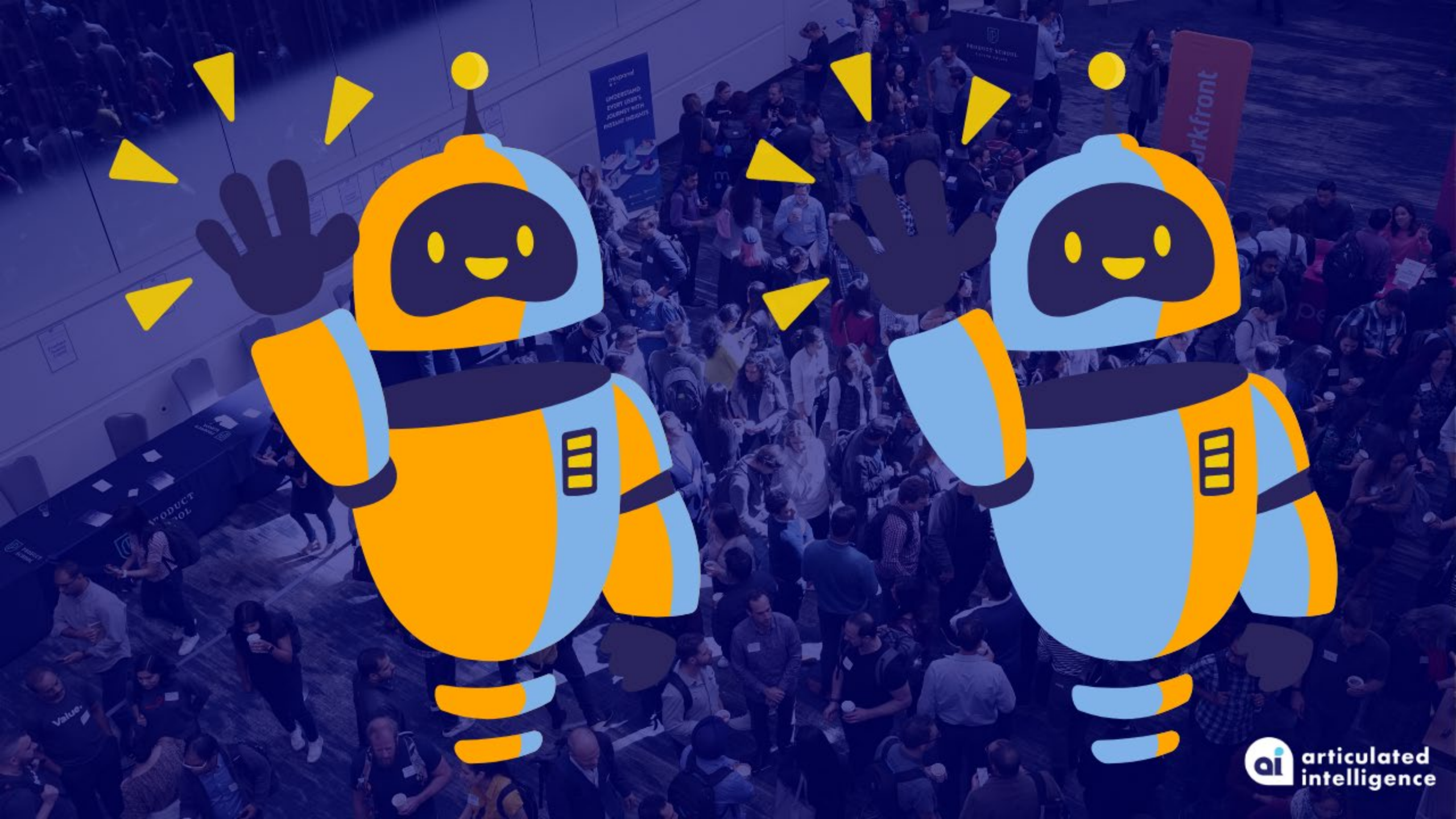


“Thank you for helping me get to where I am today.”

“I was thinking about you and I hope you know I’m grateful for your support, thanks!”



Engage




empower
your team
with
product 101

PRODUCT SCHOOL
LONDON

darkfront

PRODUCT
101

Value-



Engage

“So, what
do you do?”

Engage





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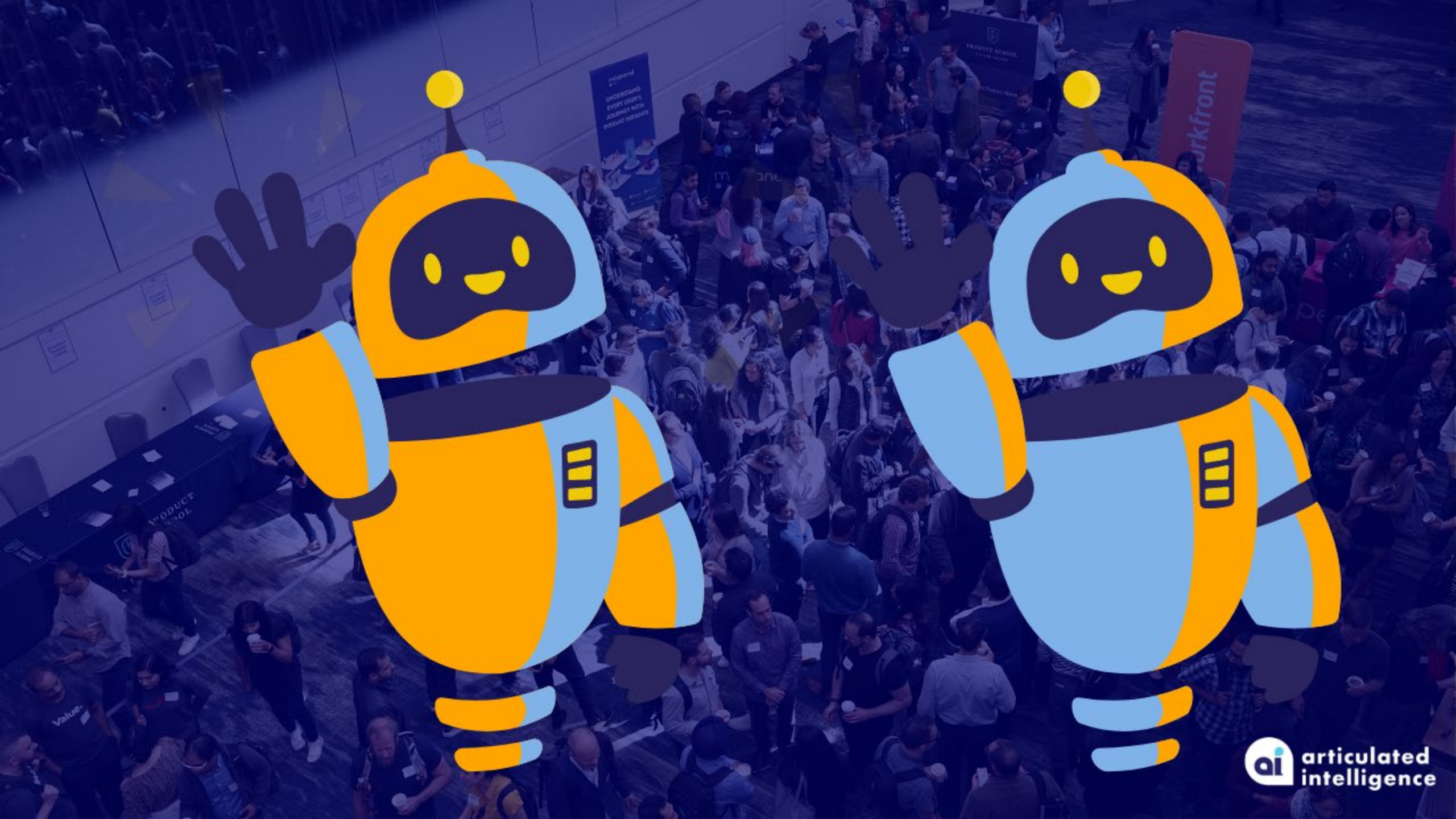


BEST QUESTIONS

**“What has been
the BEST part of
your day?”**

**What has been the BEST
part of your day?**


**What has been the BEST
takeaway from the
conference?**



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“So, what
do you do?”



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Person Before Profession

Person Before Profession

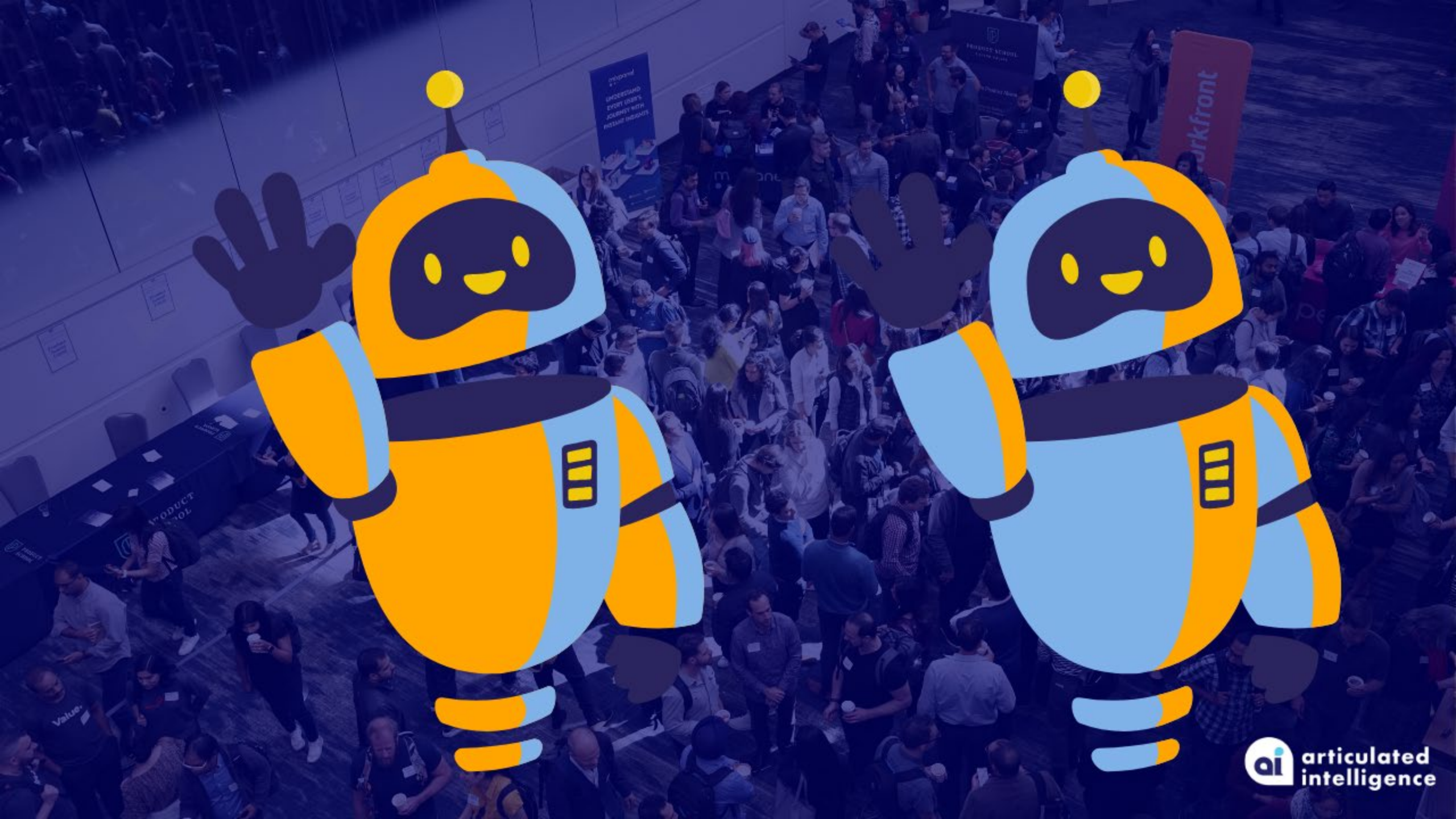


“Personally, I...”

(hobbies, interests, passions)

Person Before Profession

“Personally, I have become a summer camp uber driver for my 5 year old daughter”



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your team
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**“Ok, but what
do you do?”**

“Ok, but what do you do?”



**“How familiar are
you with...?”**

“Ok, but what do you do?”



“How familiar are you with...?”

**“When you hear the words,
Banking, what comes to mind?”**

“Thank you for helping me get to where I am today.”

“I was thinking about you and I hope you know I’m grateful for your support, thanks!”

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"As educators, our highest purpose is to help prepare our students to provide greater value to their world and, as a result, live lives of success and significance. The lessons and narrative in *The Go-Giver* offer students of all ages a wonderful foundation for genuine success."
—NIDO QUBEIN, president, High Point University, High Point NC

A Teacher's Guide to
The
GO-GIVER

A CURRICULUM FOR
MAKING A DIFFERENCE

Randy Stelter, Bob Burg *and* John David Mann



**Nurture
Your
Network**

Nurture
Your
Network



8:59



Search



Keith Valley **1st**
Retreat Facilitator | Public Speaking Coach

And so it begins! The Toastmasters International Speech contest 🏆 globally
30,000+ toastmasters enter and after 5 elimination rounds one toastmaster will be
crowned "world champion of public speaking" ...see more





9:23



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Heidi A.
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Alyce Blum, CPC, ICF iPEC

Keynote Speaker | Gala Auctioneer |
Professional Emcee | Breakout Facilitator | C...



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Lindsay Clarke

Conflict at work is inevitable. Why not use it
to strengthen your culture? I'll show you how!





**Plan &
Prepare**



Engage



**Nurture
Your
Network**

Thank You!

ai articulated
intelligence



Return on Networking Checklist

plan & prepare

hope is not a plan

- SET NETWORKING GOALS: Make 3 new connections (and follow up), learn about a new industry, make an introduction between two connections...
- DO RESEARCH: Research networking opportunities (and book them), research the people you'd like to meet, research the event so you know the theme, research how to get there and what's expected.
- BRING THE ENERGY: Shake Down, Power Pose, Box Breathe, Listen to Music, Arrive Early.

engage person before profession

- BE YOURSELF: When asked what you do, answer with "personally" then work your way into what do you do.
- BE PRESENT: When standing alone at an event, don't grab your phone! Instead, smile, make eye contact with others, and be present in the moment.
- BE DIFFERENT: Incorporate personal stories to help people get to know you. Use big questions to hear others' stories.
- BE CURIOUS: Always seek knowledge (A.S.K.), listen to understand, and inquire further.
- BE COURAGEOUS: Approach the person standing alone, strike up a conversation and ask, what's been the BEST...? BONUS: Approach a group of people!

nurture do the unexpected

- ASK TO CONNECT: Leverage technology, like LinkedIn Scan, to create the initial touch point.
- REMEMBER DETAILS: Note things you've learned about your connection. Sprinkle them in when following up.
- BE A GO-GIVER: Think of ways you can bring value to your connection vs the other way around.



PASSENGER TICKET AND BAGGAGE CHECK
SUBJECT TO CONDITIONS OF CONTRACT

ISSUED BY **American Airlines**

DATE OF ISSUE **08SEP00** BOARDING PASS

ISS. AGENT ID. **43M / MIA** OF ISSUE: **MIAMI INTERNTNL**

NAME OF PASSENGER (NOT TRANSFERABLE) **BLUM/ALYCE**

XID **BLUM/ALYCE** CAPL FLIGHT **AA 967** CLASS **T** DATE **08SEP** TIME **505P**

XID TO **MIAMI INTERNTNL** REVENUE **QUITO**

ENDORSEMENTS/RESTRICTIONS

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FAIR CODE * FNR CODE *
BREXKA / AF

SEAT/SMOKE
14A NO

E7 420P 14A

American Airlines
BOARDING PASS

NAME OF PASSENGER **BLUM/ALYCE**

XID FROM **MIAMI INTERNTNL**
XID TO **QUITO**
AMERICAN AIRLINES

CARRIER FLIGHT **AA 967** CL. OF SER. **T** DATE **08SEP** TIME **505P**

SEAT **E7** BOARDING TIME **420P** SEAT **14A**

ADDITIONAL SEAT INFORMATION

