



*“The way of the world is meeting people through other people”*

*Robert Kerrigan  
Author*

# Become A Effective Networker

**Duration: One Day**

## **OBJECTIVES:**

By the end of the session it's envisaged that you will:

- Understand key requirements for successful networking
- Upgrade the content and structure of your elevator pitch
- Improve your performance in delivering your elevator pitch in formal and informal circumstances
- Have an understanding and some practice of effective networking methods which can be put into effect with confidence immediately
- Start work on developing a plan for your own successful networking outcomes

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## **COURSE OUTLINE**

- Introduction
- Review:
  - Examples of your networking challenges
  - Determining what you need to know or be able to do in the networking field
- Discovery Exercises: What are key elements of good and bad networking practice?
  - Identify bad practice from live sketch
  - Identify the qualities required for effective networking
- Networking Exercise: Unfocussed networking.
- Defining what you do, What you offer, What you need, Who you need to
- Examining your elevator pitch – record, playback and critique
- Upgrading your elevator pitch – for content, structure and delivery
- Putting your refined elevator pitch into action – record, playback and critique
- Performing your elevator pitch in an informal conversation – record, playback and critique
- Developing Your Networking Plan
- Networking Exercise: Focussed networking. What to do before, during and after a networking event
- Final Review

**Headline**