

Conference opener “Do you come here often?”

Take networking at your event to a higher level !

Do you recognize this situation at your event?

The regulars flock together and are unable to break free from their familiar circle. Newcomers are shy. And most people missed out on its potential, but are unable to put their finger on what went wrong.

The congress opener “Do you come here often?” offers a possible alternative.

What is it about?

During the presentation the following subjects are discussed by way of a unique combination of asking questions and underpinned practical tips:

- Networking: what it is and what it is not
- The golden triangle of networking
- 5 steps of networking
 - Making contact
 - Listening and asking questions
 - Presenting yourself, helping and being helped
 - Closing the conversation
 - Maintaining your network after the event

The benefit of opening your congress or event this way is not only the **increased awareness** of the parties present with regard to networking and a number of **practical tips** they have been given, but also the very **positive atmosphere created for the rest of the day**.

Time and time again we notice that the **participants start talking to each other after the presentation much more spontaneously, the regulars leave their familiar circle and the newcomers are no longer shy**.

Presentation

The presentation is given by:

- Jan Vermeiren, Networking Coach: www.networking-coach.com
- Jan De Boeck, Communication trainer and inspirator:
www.improvementforyou.be

Tip

Combine this congress opener with one of the concepts to stimulate networking in practice, like a Network auction, Speed Business Dating, Networking Diner,...

That is how you can put it into action and help participants make contacts faster and better.

Are you convinced too that “Do you come here often?” is the perfect opener for your congress or event? Or are you looking for other concepts which may improve networking at your events or within your organisation or for a training to improve your networking skills?

Then please contact us: +32 (3) 216 27 47

Jan Vermeiren is the Networking Coach. He helps people and organisations to be more **successful**. He assists people in the field of **training and coaching in networking**, companies in the field of advice about how to stimulate networking at events.

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