

Proactive Networker Training Course

How to be more successful by tapping into the power of your network.

Result

At the end of the training course you will work more efficiently and with more fun. You will:

- Network with the right **attitude**
- **Reach your goals faster** and be able to perform your daily tasks more efficiently
- **Attract opportunities** with no extra effort
- **Feel more comfortable** at receptions and events
- Know how to **REALLY use LinkedIn**
- Use the **tools** more efficiently
- If you are in sales: **receive introductions and referrals spontaneously** (in other words: less cold calls!)

A nice side effect is that the participants really get into networking and start to help each other. In the past **several sales, co-operations and other opportunities** were realised during the training course!

In practice

The training course is a mix of a **small theoretical frame with lots of practical exercises**. Interactivity is very important. We work with exercises, role playing, home assignments and personal coaching (on the spot, via e-mail and via an on-line forum).

The “Proactive Networker training course” consists of **4 parts**. Each part lasts 3 hours. It is built around the Proactive Networking process of Jan Vermeiren and Hendrik Deckers.

Between two sessions the participants receive **assignments**. A (private) forum is foreseen to ease the communication between the participants and with the Networking Coach. This allows to discover the possibilities of the present technology and to bring networking immediately in practice.

Before the start of the training course your **networking type** is determined via an electronic questionnaire.

This training course is just the beginning. The participants are **“coached” during a half year via an e-course**. This follow-up via e-mail will make sure that they are triggered once a week to take action and to keep taking action. In this way they will really get results !

In the participation fee the **network book “Let’s Connect!”** is included.

Target group

Every one who wants to deal with his/her network more aware, more efficiently and with more fun. The training course is suited for sales and non-sales profiles. Because we work with a personal action plan, neither previous expertise nor a specific background is required.

Number of participants

Because of the personal coaching and interactivity the number of participants is limited to **maximum 12 people**.

Contents

These are the topics of the training course:

Part 1:

- What is networking and what is it not?
- What is the difference between networking and selling?
- What is the difference between an introduction and a recommendation?
- What is the “Pro-active networking” process and how can this help you to get a grip on networking?
- What are the 6 degrees of proximity and which influence do they have on your networking strategy?
- What is your network type?
- What is the networking attitude?
- How can you build relationships with your network via the Golden Triangle of Networking?

Part 2:

- What are your goals and how can you achieve them faster by tapping into the power of your network?
- What does your network look like?
- How to expand your network with the right people?

- How do you answer the question “And what do you do?” in a way you will be remembered (Sticky Story)?
 - Why does one Sticky Story for all events not work?
 - What is the 3 tier approach of a Sticky Story that makes sure you get lots more time than the usual 30 seconds to present yourself?
 - What is the biggest pitfall when telling a Sticky Story that closes more doors than opens them?

Part 3:

- Networking at an event (reception, cocktail drink, conference, training course,...)
 - How to prepare yourself so every event will be a success?
 - How to make contact in a comfortable way?
 - How to go deeper in the conversation beyond the superficial chit chat?
 - How to end a conversation in a powerful way?
- Follow up
 - What to say or write in such a way the other person wants to continue the relationship?
 - Which frequency is needed to remember someone and to be remembered by someone?
 - Which strategy: how to tap into the power of the Continuous Contact Cycle[®] for your organisation?

Part 4:

- Online networking: why, what, where and how?
- How can we use the biggest professional online network (LinkedIn)?
 - What are the three phases to build your network fast?
 - How to expand your network further in a passive way?
 - How to find the right people (customers, employees, employer, suppliers, partners, experts, colleagues in the same or other country,...)?
 - How to get introduced to these people via your network?
 - Do's and don'ts when working with LinkedIn
- Which other tools can help us to network more effectively and efficiently?
 - Which are the other important online business networks?
 - How can MS Outlook or another email program help you maintain your network?
 - What are Plaxo, Texter, Xobni, LinkedIn toolbar and how can they make our life easier?
- Conclusion: make your network plan.

What is the opinion of participants of previous training courses and workshops?

“Who needs networking?” was my first reaction when my attention was drawn to the Smart Networking training of the Networking Coach. But my prejudice turned out to be false. Quickly it became clear to me that **my own network would reveal its secrets more rapidly** if I invested more time in it. The **coaching, tips and tricks afterwards** helped me a lot to keep my focus.” *Jan De Vooght, Regional Manager North & West Africa – Siemens ICN Enterprise Networks (Telecom)*

“This training is a **very useful investment of your time** for two reasons: on the one hand the **fundamental insights in networking** are offered in a professional and original manner. The content is presented in an interactive and compelling way (this keeps hold of your attention, especially after a long working day). On the other hand, **networking opportunities are created and stimulated on the spot and have instant results!**” *Greet Pipijn, Managing Director, Emotionele Intelligentie Instituut (Training)*

“Networking doesn’t have to be a heavy task if you try to establish contacts with the right attitude. I especially benefited from filling in the **personal action plan**. A second point is that the **e-mails after the course keep you awake** and don’t let you get sidetracked. Well done!” *Inge Dom, HR Business Partner Alcatel (Telecom)*

More background information about the complete offer of training courses, presentations, books, CD’s and strategic advice on: www.networking-coach.com

PS: remember to get your **free networking e-course** on the website !

Jan Vermeiren is the Networking Coach and author of the network books “Let’s Connect!” and “How to REALLY use LinkedIn”, the CD “Let’s Connect at an event” and the “Everlasting Referrals Home Study Course”.

Jan and his team don’t only give **presentations, training courses, workshops and personal coaching concerning networking and referrals**, but also advice organisations how to stimulate networking at their **events** and how to integrate networking in their **sales and recruitment strategy**.

The Networking Coach team works for large international companies like Alcatel, Deloitte, Delta Lloyd Bank, EDS, IBM, SAP and Sun as well as for small companies and freelancers.

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