

# Networking with Skill and Style - Effective Networking

Mickey Farrance

[www.mickeyfarrance.com](http://www.mickeyfarrance.com)

## Why

Networking with skill and style is a powerful way to create a professional network. With effective networking you can turn strangers into acquaintances, and acquaintances into allies. Learn how to appropriately draw on current relationships and create new ones to obtain referrals and leads, get access to key people, and find resources. Increase your effectiveness -- put networking tools into your skill set.

## How

- Understand what “networking” is, and what it is not
- Define, clarify, articulate professional and/or personal goals
  - How to get from where you are to where you want to be
  - Begin your personal networking “plan of action”
- Listen to others
  - The golden rule of networking – giving leads to receiving
  - Practice active listening
- Clearly and effectively communicate your professional talents and skills
  - Help others understand how best they might take advantage of those skills
  - First impressions count – design and rehearse introductions appropriate for different situations
- Explore the process of, and practice using the basic tools of networking
  - Make your networking efforts productive

Role play and exercises include

- Setting goals
- Active listening
- Presenting yourself
- Entering, participating in, and leaving conversations comfortably
- Using networking tools

This workshop has 3 parts:

- A preliminary set of interviews with personnel by telephone
- The training sessions
  - 50% interactive practice with feedback
  - 30% personalized work to improve specific skills
  - 20% peer sharing
- Three months of individual follow-up

Classic format: 2 half days with a group of 15-25

## Results

- Have a memorable, succinct introduction ready to use in different situations
- Be confident and comfortable when networking
- Give leads appropriately – and begin receiving them

## It works

“Mickey has really opened the doors of networking for me: simple, clear, and effective. Thanks to her, and the philosophy that underlies the techniques, I’m finally at ease in professional meetings and able to make an initial contact comfortable for me and others. Mickey explains networking practice based on respect for others, on the basis of common goals.

Respect is to know how to decode differences, to be attentive to the receptivity of others, and allow them the opportunity to refuse the initial contact. In the professional domain, the goal is to forge new ties that can be mutually beneficial. With Mickey I have learned to rely on these principles and to benefit from their power.” *Claire Cudrey, Cézame Connexions*

“I have learned from Mickey’s approach to networking to clearly communicate the most essential information in the message one would like to convey. When this is achieved, information exchanged becomes so much more targeted and professional networks become highly useful and dependable resources.” *Trudi Penkler, Psychologist/Intercultural Coach and Trainer, Active Adaptation Counselling*

For more information, contact [mickey.farrance@gmail.com](mailto:mickey.farrance@gmail.com)

*J’offre aux entreprises cet atelier en anglais, adapté au DIF. Veuillez voir [www.youtopie.com](http://www.youtopie.com)*