

fecund training

and personal development

JUST NETWORKING

Be able to stride confidently into any room, strike up conversation, cement instant bonds and leave a lasting impression.

Who is it for?

Anyone who has to meet people on a regular basis and wants to increase their assertiveness and confidence in networking, meeting and other face to face environments.

What is it about?

This course is about how to increase your effectivity in networking and other face to face situations, overcoming fears and communicating easily and effectively through successful and productive conversations.

Course overview

- MAKING AN ENTRANCE – physical skills to create a charismatic presence
- G.R.I.T – Get Right In There – how to break the habit of being a wall flower & move away from the bar stools
- TIMING YOUR ATTACK – how and when to approach important contacts most effectively
- BREAKING THE ICE – how to initiate easy conversation
- CRASHING A CONVERSATION – entering a conversation that is in full flow
- MASLOW THEORY – master how to pitch a conversation to make others want to talk to you
- CONTACT – easy to implement physical skills to create intimacy and trust through eye contact and simple body language
- EMPATHY – how to listen actively and effectively
- SPEAK SIMPLE SENSE – how to feel at home and at ease inside a work conversation
- GET THEM TALKING – how to perpetuate a conversation once inside it
- GENEROSITY – how to include others into your conversations and understanding group dynamics
- WHAT DO YOU LOOK LIKE – how to attract success by how you dress and present yourself

What do I get out of it?

- Physical skills to present yourself as charismatic and successful
- Techniques to overcome the fear of starting conversation in work environments
- The ability to successfully enter, start and maintain conversations in networking environments
- A greater understanding of group dynamics to maximise effectivity in networking situations

Want to book or find out more?

To book a session, for more information about any of our courses, or to come to one of our free **monthly Taster Sessions** call **020 7575 3164** or email ian@fecund.co.uk
Details of all our courses are available at www.fecund.co.uk

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