



# Networking Presentation

31<sup>st</sup> January 2014

Presented by  
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# QUINN'S BREAD

MAYONNAISE & DELICIOUS JELLIES

ESLES 23  
RIKA 2



# Objectives

of Today

# A Changed World



# Networking

No Strategies

# Networking

Not  
taught

Networking  
What it is

Networking  
What it is not

# Social Capital

The resources available to you in your personal and business networks

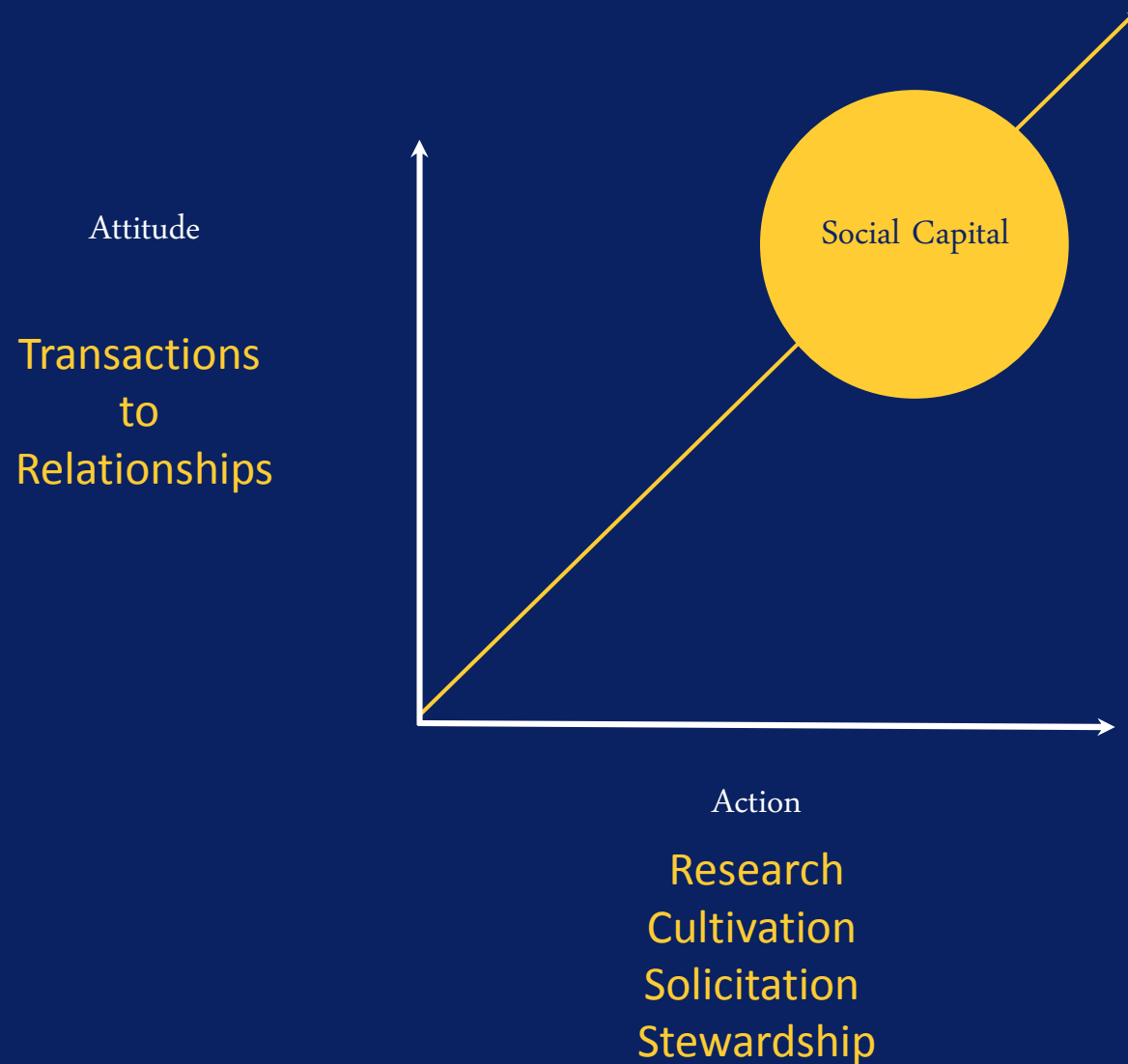




Why Networking  
is now so important

Harsh realities of business  
21st Century

# Model of Engagement



*Attitude*

# Attitude

. Transactions to Relationships

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. Power of Attention

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  - . Manage Serendipity

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  - . Develop Trust and Reputation
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    - . Be Purposeful

# Attitude

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  - . Power of Attention
  - . Manage Serendipity
  - . Embrace Technology
- . Build Strong and Weak Connections
  - . Develop Trust and Reputation
    - . Keep Records
    - . Learn to ask
    - . Be Purposeful
    - . Be fun to be with

# Action

- . Research
- . Cultivation
- . Solicitation
- . Stewardship

10 things to do

Now



*Connect with Kingsley Aikins*

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