



Naked Networking

Blue Peak Coffee Morning

Wednesday 12th Aug 2020



STRIPPING AWAY THE MYTHS

Selling Opportunity

Business Expected

Doesn't Work!



More than just Business...



New Connections



New Opportunities



Personal Development



Trusted Suppliers



Peer Support



WHERE TO EXPOSE YOURSELF

Introducers

Commitments

Give Back

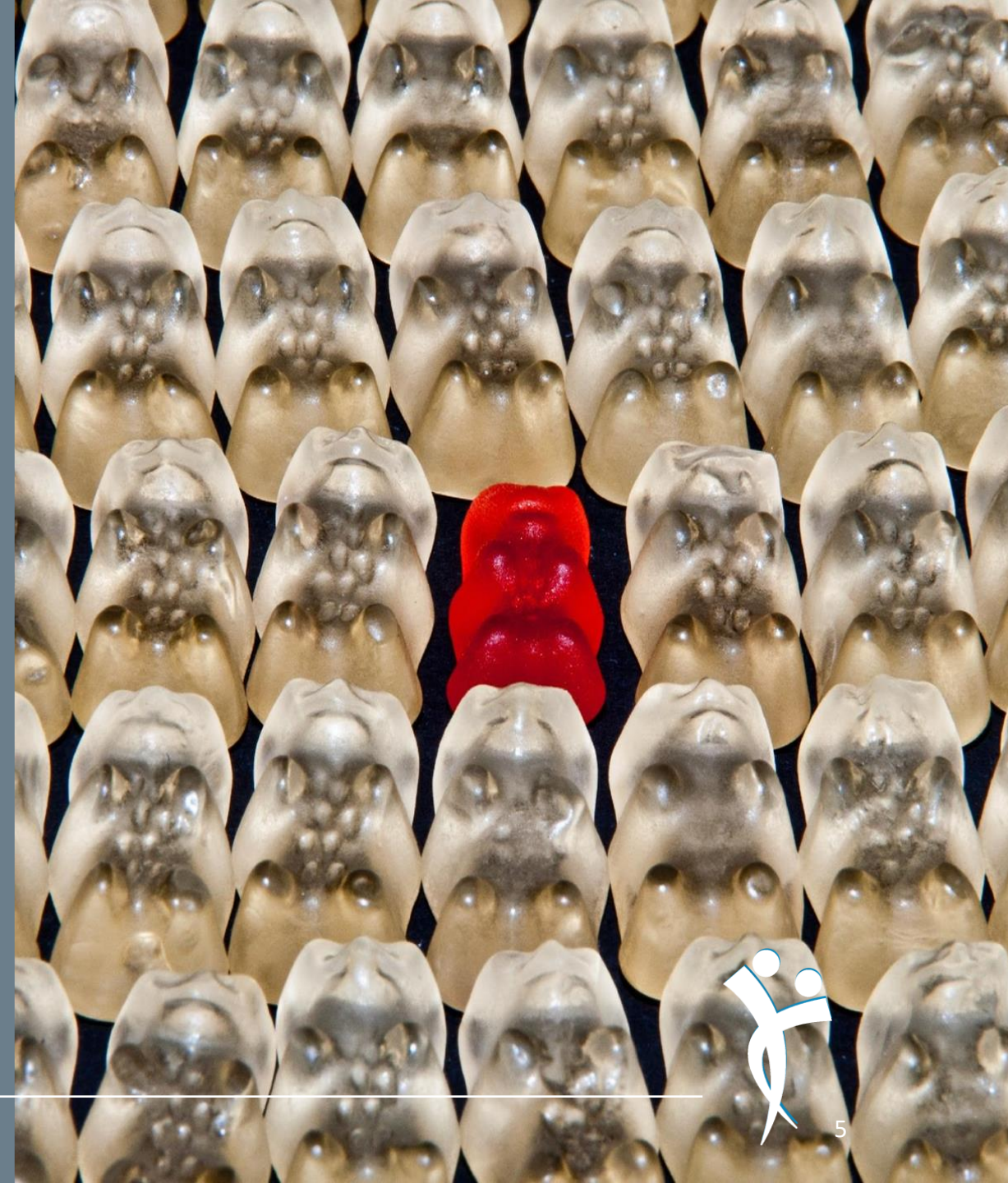


DIFFERENTIATE YOURSELF

What Stands You Out?

What Do You Do for Clients?

Personal Magnetism



Uncovering Opportunities

Build the Relationship

Nurture the Relationship

Value the Relationship



Baring your all...



Stay Focussed (No Distractions)

Questions and answers are more natural

Deeper Understanding of Each Other's...

Business

Values & Ethos

Chemistry



NETWORKING FAUX PAS



Being Unprepared, Late & Disorganised

Making It All About You & Selling

Not Listening & Making Assumptions

Having Unrealistic Expectations About What The Benefits Are, How Long Relationships Take To Develop & The Required Level Of Activity And Commitment

Being Generally Unprofessional - Using Your Phone, Running Over Time, Being Negative Or Knocking The Competition





Naked Networking

ANY QUESTIONS

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