



***How to network
your way to success***

13 MAY 2020

The webinar will begin shortly...

Business & Management
60 minute webinar: How to network your way to success



Paul Ryan
Improve on You



How to network your way to success

With Paul Ryan

From

**Improve
on You**

Want to stand out from the crowd
as *the* person to do business with?
Then this book is for you...

HOW to

NETWORK
your way

to SUCCESS

PAUL RYAN

"Witty, insightful
and packed with great
advice to gain business
through the art of
social engagement"

Mark Bowden
TRUTHPLANE®

Why Bother?

Why Bother?

- ☐ No one is successful alone
- ☐ Build a support network
- ☐ Be seen
- ☐ Be heard
- ☐ Be remembered
- ☐ Spread the word
- ☐ Give and receive help
- ☐ Make Friends!
- ☐ Isolation busting!

What's Stopping You?

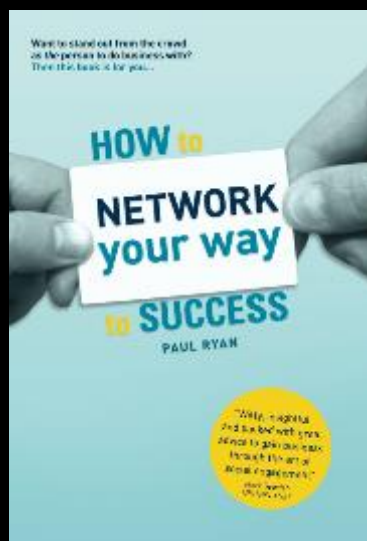


What's Stopping You?

- ☐ Fear of public speaking
- ☐ Going into a room full of strangers

All About Me!





All About You!



Top Tips For The Networking Environment



Top Tips For The Networking Environment

- ❑ Don't go to talk... Go to listen

Top Tips For The Networking Environment

- ☐ Don't go to talk... Go to listen
- ☐ Ask Questions

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Top Tips For The Networking Environment

- ☐ Don't go to talk... Go to listen
- ☐ Ask Questions
- ☐ Use active listening
- ☐ Don't just talk about work!

Your 60 Second Pitch



Your 60 Second Pitch

Stand Up
Straight!

The 60 Second A B C

A = Audible

The 60 Second A B C

A = Audible

B = Brief

The 60 Second A B C

A = Audible

B = Brief

C = Committed

What To Say!

1: Your name

2: The name of your company

3: How long you have been in business

4: A brief description of product or service

5: What you are looking for from the meeting

*'Good morning everybody. My name is Paul Ryan.
I run a business called Improve On You.
I teach people to speak at their best when they most often speak at their worst.
I specialise in presentation training and having worked as an associate trainer
took the plunge and set myself up as an independent about a year ago.
And I've come here today to ask for your help.
I have the skill set and the experience but I have no clue as to how to market
myself so I'm really asking if there is anyone here who would be happy to offer
me any guidance I'd be most grateful. Thank you'.*

4 Great 60 Second Tips

1: Hold a cue card

2: Keep it fresh

3: Look at your audience

4: Practice out loud!

Mistakes



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Help!



Where to Network

ICAEW Events!

Company Dos!

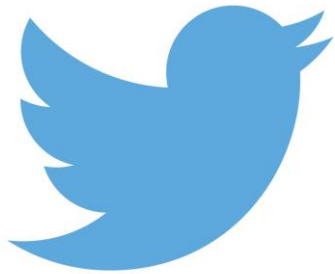
BNI

4N

Local groups

Passive Networking

On Line!



Linked

in



ANGUS GRADY
LinkedIn Unlocker



Right now don't be

→ **in**visible



↓
UNLOCK your Profile's Potential
Positioning
Lead Gen

2020 AD – After Disruption



01442 876 038

[Message](#)

[More...](#)

ANGUS (UNLOCKER) GRADY · 1st

LinkedIn Unlocking, that's all I do, not a coach, no Corona magic wands, have no idea how to do a Zoom background, am no guru, I just magnetise profiles to attract the best repel the rest | If you need it, get in touch

Berkhamsted, Hertfordshire, United Kingdom ·

500+ connections · [Contact info](#)



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Advice Direction Support...



LinkedIn Unlocking ►
07708 343 341 graduate...

Learning Points

Why go in the 1st place

Raise self esteem and confidence

4 Top tips to Networking

60 second pitch

Help

Where to network

Want to stand out from the crowd
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Go get 'em!

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Free 60 minute webinars – 10.00am

Economic update
3 June

Better people management
8 July

Strategic thinking for senior professionals
30 September

Leading resilient teams
7 October

Practical Excel tips
7 December

Free 20 minute webinars – 12.30pm

*Top tips for securing board level support for
counter fraud*
18 May

Simple techniques to improve communication
22 June

The net present value of happiness
23 September

Common online frauds and how to avoid them
14 October

Free evening events – 6.30pm

Creating clarity and impact in your reports and talks
10 September

Navigating 'office politics' positively
5 November

THANK YOU FOR ATTENDING

Contact the Business & Management Faculty

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