Masterclass Series

• Commercial Awareness • Industry Experts • Real Scenarios

How to make networking profitable

Do you really enjoy netwotking?

We're all told to network. It's good for business. It's good for our careers. But what if you find it hard to talk to people. What if you'd rather not go networking at all? Imagine you didn't fear networking. The rewards would be immmense. You'd make better connections, bring in more business and fast track your career. Ron shows you in this master class how to go from a complete non-networker to being confident to network anywhere, anytime with anyone.

- Remove the fear so you can actually enjoy networking
- Generate more business/career opportunities
- Build your network of contacts efficiently
- How to work a networking event and get results
- How to follow up from a networking event do that you capitalise on the connection you have made
- Navigating coffee chats and other one2one meetings for deeper relationships and better results
- Keeping in touch so your relationships don't fall through the cracks
- How to turn your networking contacts into RELATIONSHIPS and BUSINESS

Presented by
Ron Gibson
Gone Networking

Tuesday 26 July, 2018

CORE Resources Innovation Hub,
191 St George's Terrace, Perth, WA 6000

4.00pm - 5.30pm - followed by an SEA networking event

Individual masterclass for SEA Members $50/ Non-members $75| Block and group booking discounts available

To book please contact Frances:
frances@subseaenergy.org.au or 08 6500 6877

Networking Know-How

Not everyone finds networking easy, but it's a big part of doing business and managing a career. So it's important to be good at it. If you don't quite 'get' how to network or you're not getting the results you want from networking, you won't want to miss this important presentation. Your presenter is Ron Gibson --- Australia's leading professional expert in business networking. You can check him out on linkedIn. Ron will offer up specific advice for creating your networking strategy, building relationships and keeping your network alive and serving you.