

LUCID

Networking Essentials



Tips and tricks for networking in person

In this breakfast workshop for insurance professionals, we'll explore tips and techniques that you can add to your networking toolkit.

- * *Workshop duration: 1.5 hours*
- * *Participant numbers: Up to 35*

Overview

Networking helps you to develop business relationships that create opportunities for you and your organisation. It's also one way of building your personal credibility. Yes, networking can really help you to develop your career. But here's the thing – even though it has been a business development tool for hundreds of years, the majority of people still find it uncomfortable. This workshop aims to help you to find that comfort.

What Will You Discover?

In this short breakfast workshop you'll gain different tools and techniques to apply in networking situations.

Participants will:

- Explore what networking is and isn't
- Identify the actions involved in preparing to network
- Work through how to make a good first impression
- Discover techniques to help keep the conversation going
- Gain tips on how to move around the room with comfort
- Learn the essence of how to follow up

About Emma Mauger



Emma is the owner and founder of Lucid, a Guernsey-based consultancy which facilitates meaningful change. She is a certified leadership coach, a practised trainer and an accredited mediator of workplace disputes. Emma is also a communications specialist with over 25 years' experience in employee, customer and brand communications. Her workshops have a down-to-earth and highly practical approach that enable people to progress quickly and have fun along the way.