

Strategic Networking

On Beyond Business Cards

Workshops can teach you how to exchange business cards, how to position your name tag on your jacket, and how to shake hands. What most don't do is help you develop a *strategic* networking practice.

In this workshop, Maya Townsend, founder and lead consultant of Partnering Resources, helps participants move beyond ad hoc approaches to sustainable, targeted, high-impact networking practices. She helps participants learn how to build the strategic networks that can help them ace their projects, advance their careers, and find new opportunities.

Topics Covered

- Changing our paradigm from *networking* to *network weaving*
- The four networks everyone needs—and the one that people usually neglect
- On beyond mentoring
- Why everyone needs a sponsor and how to get one

Participants Take Away

- Understanding of the four networks that everyone needs
- Assessment of individual network for strategic strength
- Understanding of how to build a more sustainable, high-impact networking practice

Testimonials

"Maya was one of the most skillful presenters I have seen in terms of creating buzz, interest, engagement and participation, as well as a subject matter expert." - VP, business services organization

"I learned a lot about my network and where I need to focus. The ways you had us networking while doing the exercises was brilliant!" - President, business services organization

"What an excellent topic and dynamic presentation! Maya's delivery, insights, and motivational approach were right on target with what our members were looking for. You could almost hear the group "aha" during the session!" - Program Director, PMI Mass Bay

"Excellent, refreshing, amazing." - Anonymous feedback from audience member

"Maya's presentation was informative, engaging, and insightful. She shared a great technology, in a way that would best serve those in attendance, and received many of the highest marks on her feedback. Maya is the best of the best." - Chair, Midwest Talent Management Forum