



Networking: Making your connections count!

- ✓ Clarifying the concept and need for networking
- ✓ Personal branding: The foundation of networking
- ✓ Develop your own brand
- ✓ Understanding Social Genius and how to develop it
- ✓ Seven networking competencies:
- ✓ Understanding the networking pyramid:
- ✓ Make your time count
- ✓ Secrets from other high level players
- ✓ Get practical: Drawing up a networking map