Kintish

0161 773 3727
enquiries@kintish.co.uk

How Can We Help You?
I am... Please Select

Helping you become a more confident and effective networker

From Room to Zoom

Taking you from "Room" to "Zoom"

The future of networking

There is a groundswell of opinion that the business community is embracing online communication because it has to. But what happens when we can return to coffee shops for 1-2-1's, conferences and networking events? My prediction is for years to come and maybe for ever, both forms of networking will become the norm. One major benefit will be the time and cost savings. We used to 'work the room'. Now, we have to 'work the Zoom'

In our new world where we can't shake hands, 'work the room' or easily read the other person's body language how can we ensure all the time we spend, on Zoom and other virtual communication channels, will be of any value? There is nothing to beat physical networking but when you and I plan our strategy and take regular effective action I believe we can get close to the way we used to be able to network. Included in my training and talks I share my thoughts on connecting physical & virtual networking.

Topics

In this entertaining and interactive manner, I will share my knowledge by:

• Explaining the basics of online networking

• Creating the right impressions through the camera

• "How to work a Zoom!" (or similar video conferencing programmes)

• Building relationships through rapport and reliability

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- Conversations- Breaking the ice; Small talk; business questions

- How to follow up in a professional manner

What are the benefits of becoming more effective networkers?

- Build more collaboration with outside parties
- Reinforce existing relationships and build new ones
- Get known by others
- Get others to know what you do
- Increase the knowledge of the marketplace or specialist area of expertise
- Meet key people and decision makers
- Create more business opportunities

Your presenter Will Kintish

For the last 20 years I have helped clients develop their face-to face networking skills. Whilst social distancing is in operation, I now explain how we can be nearly as effective online using various video conferencing programmes   I am full-time professional speaker and trainer and many consider me a UK leading authority on the vitally important topic of networking.

My audiences, in the main, have been the professional, financial and academic communities

Since 2000 I have presented to over 120,000 people all over Europe.

I am a published author of the bestselling book "The Networking Survival Guide, I have been awarded the Professional Speaking Award of Excellence the highest accolade available in the speaking profession.

My website is www.kintish.co.uk

LinkedIn Profile   https://www.linkedin.com/in/willkintish/

Twitter @kintish