



How to become an effective online networker (and face-to face after the virus is destroyed)

Half day interactive workshop presented remotely

The future of networking

The business community is embracing online communication because it has to. But what happens when we can return to meet 1-2-1, 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'

The new skills we need

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 network. Included in my talks and training I share my thoughts on connecting physical & virtual networking.

Linkedin is a vital social network to use and I include a section to maximise your usage and knowledge.

Where the item shows ** these topics relate to physical networking once we can attend events. Otherwise the topics relate to both online and face-to-face networking skills

Workshop's Topics

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

- Explaining the basics of networking
- How to prepare mentally and physically
- Creating first impressions
- Building relationships through rapport and reliability



- Conversations- Breaking the ice; Small talk; business questions
- Working the room (**)
- Making best use of LinkedIn
- Explaining how to get the best use of time when attending seminars and conferences (**)
- How to follow up in a professional manner

What are the **benefits** of becoming more effective networkers?

- Create new and reinforce business relationships
- 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
- Find out what the competition is doing
- Increase your self-confidence in any group situation (online & face-to face)

Outcomes after the training

Being more proactive involves

1. attending more events (**)
2. meeting more people
3. building more relationships
4. being comfortable on screen
5. using LinkedIn in a professional manner
6. asking intelligent questions
7. listening carefully for the answers
8. spotting the potential opportunity
9. making more permission-based follow up calls
10. arranging more meetings with prospects

Each of the items can be covered in the training depending on the length of the workshop

Format for the training

My experience tells me an interactive workshop ensures all delegates are involved throughout. I would use the 'chat' functions, breakout rooms and maybe workbooks,

supported by PowerPoint. Feedback from previous delegates has told me they like this combination

Example of the workshop timetable (by way of an illustration)

Understanding the basics of building relationships (50 minutes)

Break (10 minutes)

How to feel in control when working the room (30 minutes)

10 minute Break (10 minutes)

Ice breakers, small talk and business questions (30 minutes)

Break (5 minutes)

How to follow up opportunities in a professional manner (20 minutes)

Q and A, and feedback (15 minutes)

Close

Will Kintish's biography

Will Kintish qualified as a chartered accountant in 1971 and was in general practice for the next 30 years.

At the start of the 21st century he changed his career and since then has shown thousands in the, academic, professional and financial communities, internationally, how to become more effective and confident networkers. Networking is fundamental to one's success yet so many people fear this activity. Will shows you how to overcome all your fears and concerns when working the room, how to spot lots of potential opportunities and how to follow up in a professional manner.

With the ubiquitous use of social media, social networking and mobile devices, the quaint and old-fashioned face-to-face relationship is fast losing the communications race. Will speaks loudly that the old-fashioned way still has to be the best for building rapport.

Since March he has been training clients in the best use of networking through helping them “Work the Zoom” rather than “Work the Room”! He explains that building relationships remotely, when done effectively, can be as successful face-to-face.

He has been awarded the Professional Speaking Award of Excellence the highest accolade available in the speaking profession.

He is the published author of the best-selling book “Business Networking -The Survival Guide”

Website www.kintish.co.uk

LinkedIn <https://www.linkedin.com/in/willkintish/>