

SpeechlyBircham

THE **MBC**
MIDTOWN BUSINESS CLUB

Saffery Champness
CHARTERED ACCOUNTANTS

Presentation by:

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Networking without tears

Midtown Business Club Young Professionals Network



Welcome

- Introducing your facilitators...
- Outline of the evening...
 - What have you learnt so far?
 - What is networking all about?
 - The skills you bring to networking
 - Making impactful introductions



What did you get from playing Bingo?

- The first 4 seconds....really count
- Non-verbal communication – what works, what puts others off
- Be prepared - knowing, before you walk in the room
 - Who you want to meet
 - What you want to talk about
 - **What** you want to leave with at the end of the event
 - Introductions (made or received)
 - Intelligence (market/client etc)
 - Ideas (to use in your professional life)
- Get others to help you do your networking...share knowledge

About networking

What are the characteristics of 'good networkers'?

What actions/activities are involved in 'good networking'?

What concerns/scares/frustrates you about networking?

What to you find enjoyable/fun/satisfying about networking?

Do you tend to...

A

- Talk to think
- Draw your energy from spending time with others
- Be in an environment with multiple stimuli
- Enjoy talking about a number of different topics
- Have conversations and discussions in groups
- Have a preference for taking action over thinking
- Value disclosure

B

- Think to talk
- Draw your energy from spending time alone
- Be in an environment where there are few external stimuli
- Enjoy talking about one or two topics in depth
- Have conversations and discussions 1:1
- Have a preference for thinking before doing
- Value privacy



Impactful introductions

So what do you do?

- Not about job title and grade
- Think about
 - What happens because of you?
 - What gaps would others need to fill if you weren't there?
- Use 'action words' – I create/develop/manage/coordinate...
- Be bold to create interest – we often underestimate our worth
- Social is as valuable for building rapport/interest as professional

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Further information

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