

So Nice to Meet You!

**Great Strategies for Successful
Networking at Meetings &
Events**

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Let's Stay In Touch...
I Love to Hear About Your
Successes!

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**“You were born to win,
but to be a winner,
you must plan to win,
prepare to win,
and expect to win.”**

Zig Ziglar

Almost everything you want to achieve in your life and in your career involves other people in some way.

Relationships are a key part of your success.

Networking...

**is the act of making contact and
exchanging information with other
people...**

**...to develop mutually beneficial
relationships.**

www.yourdictionary.com

What We'll Cover Today

- Challenges and Benefits
- Strategies
- Before, during, and after
- Next steps

Introducing Leslie Cardinal

- Military family, long-time San Antonio resident
- Background in Industrial Engineering
- Advance training in Adult Education, Accelerated Learning, Business Coaching, NLP, Leadership
- Leadership & Career Development Expert
- Passionate about helping leaders to achieve success, make changes, and reach their big goals quickly

Introducing Leslie Cardinal

- Work with people in many great organizations
- USAA, AMD, Texas Utilities, Texas Instruments, Federal Reserve Bank, US Air Force, The Alamo Colleges, City of San Antonio, Entrust, Baptist Health System, UTSA, NEISD, AT&T, and more
- Books: *I Hate to Be Late: Great Strategies to Help You Be on Time* and *No More Procrastination: Get Into Action, Achieve Your Goals!*
- Private success coaching for leaders

What types of meetings or events do you attend that are opportunities for networking?

- on the job**
- industry/professional**
- in your life**

**What do you enjoy about
networking?**

The background features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. The shapes are primarily triangles and polygons, creating a dynamic, layered effect on the right side of the slide.

**What do you find challenging
or uncomfortable about
networking?**

The background features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. The shapes are primarily triangles and polygons, creating a dynamic, modern aesthetic. The text is positioned on the left side of the frame, set against a plain white background.

What are the benefits of networking?

The background of the slide features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. These shapes are primarily located on the right side of the slide, creating a modern, dynamic aesthetic.

Before Meetings or Events

-Intentions

-Materials

-Requests

How's Your Handshake?

During the Meeting or Event

- Take the lead, reach out first**
- Warm conversation**
- Ask and Listen**
- Invite and introduce**

Use S-O-F-T-E-N to Connect

S
O
F
T
E
N

After the Meeting or Event

- Capture notes
- Connect
- Follow up

Almost everything you want to achieve in your life and in your career involves other people in some way.

Relationships are a key part of your success.

**“Whatever you can do,
or dream you can,
begin it.
Boldness has genius,
power, and magic in it.”**

~Goethe

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