

Networking Ahead for the Reluctant Networker

with Kathy McAfee, America's Marketing Motivator

“The way you overcome shyness is to become so wrapped up in something that you forget to be afraid.” Claudia “Lady Bird” Johnson, wife of US President Lyndon B. Johnson (1912-2007)

Business Opportunities

Job Opportunities

Friendships

Definition of re-luc-tant: feeling or showing aversion, hesitation, or unwillingness
(for example: reluctant to get involved)

Antonyms: inclination, willingness

Definition of net-work-ing: The exchange of information or services among individuals or groups; specifically: the cultivation of productive relationships for business or employment .

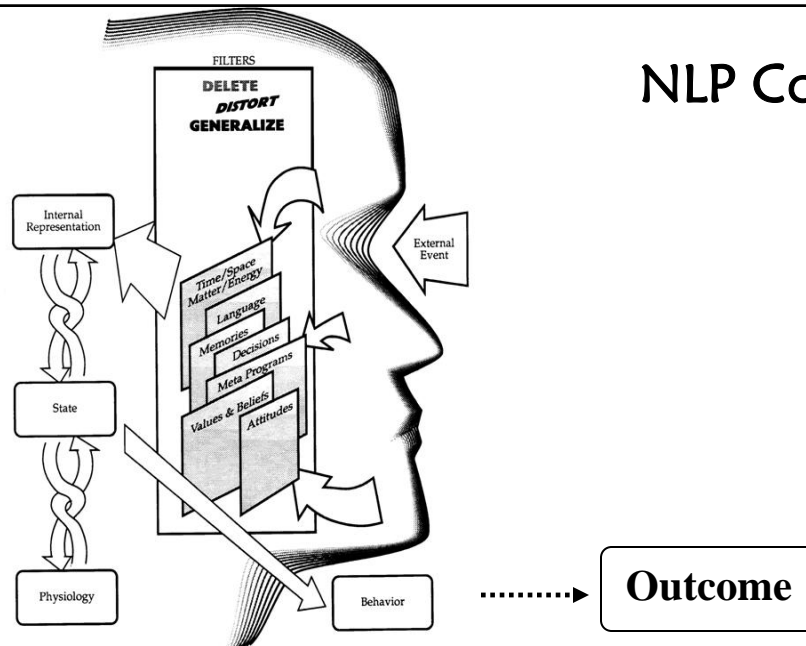
Key Message:

It's time to embrace networking as a strategy for life to help you drive greater personal and professional success for yourself and others.

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“Don't be afraid to expand yourself, to step out of your comfort zone. That's where the joy and adventure lie.” - Herbie Hancock, American pianist, bandleader and composer



NLP Communication Model

Image courtesy of Mark Sheppard, Certified Trainer of NLP www.ModernJedi.com

Introversion vs. Shyness

Purposeful Small Talk

Be the HOST

Balancing on-line with in-person networking

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<http://networkingahead.com/networking-tips/sign-up/>

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