

NETWORKING AGILITY

OVERVIEW

Face-to-face networking remains an essential vehicle for self-promotion, field visibility, and employment acquisition. The effective networker knows that encounters can be swift, and stakes high, so 'networking agility' – knowing how to act and what to say – can help you make promising connections and ensure the follow-up that you want.

The tone of the workshop will be light-hearted and non-threatening. Humorous non-examples will illustrate the behaviours that could diminish your professional image and possibly lead to a missed opportunity or even a negative reputation.

TOPICS:

- Beyond the Name Tag: Describing Yourself in Under a Minute
- The Art of Introductions
- The Almighty Handshake
- Conversation Starters
- Breaking into the Clique
- Dealing with Difficult Connections

PRESENTER BIO



Loretta Di Vita (BFA, MA Ed Tech) is an expert in management and employee development with more than 20 years of experience in the field. She has worked as a training and protocol advisor for numerous multi-national companies in Europe and in North America, and has customized and implemented training programs for thousands of employees and executives on the subjects of business protocol, image development, communications, interpersonal skills and customer service. In 2000, **Decorum Consultation** was established to provide contemporary business protocol training and professional development services. Decorum Consultation's business activities have been the subject of numerous newspaper articles, television interviews and radio programs. Loretta is a frequent contributor to several print publications.



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