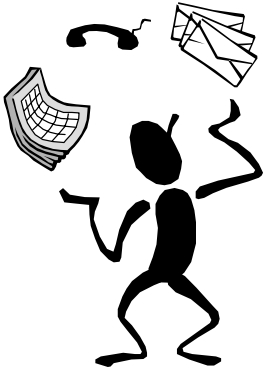
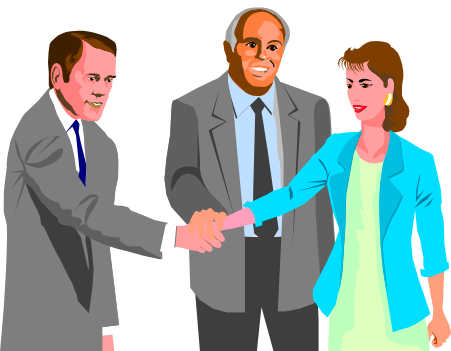


WORKING YOUR



NETWORK

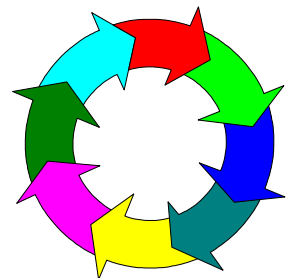
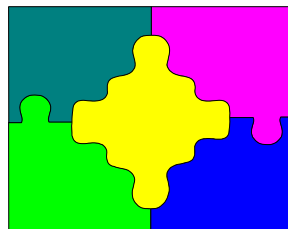
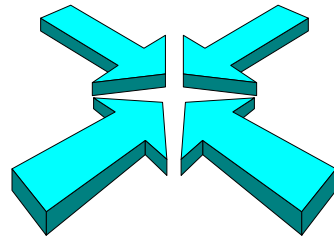


WORKING **YOUR** NETWORK



AIMED AT -

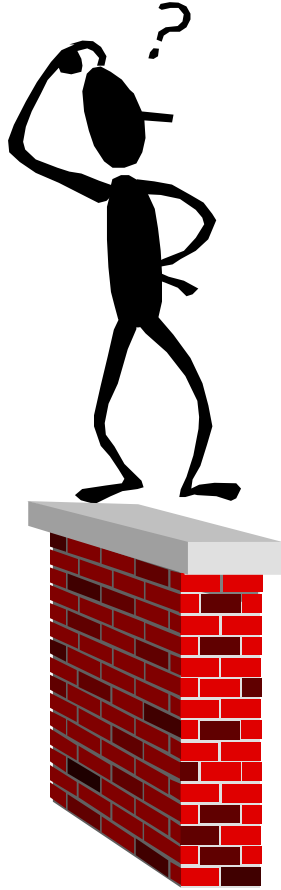
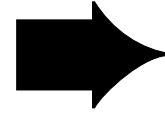
- ✓ *ASPIRING CONSULTANTS*
- ✓ *THOSE NEW TO THE INDEPENDENT SCENE*
- ✓ *PEOPLE WANTING A BUSINESS BOOST*



INPUTS

ACTIVITY

OUTPUT



BUSINESS SUPPORT

INPUT+BUSINESS SUPPORT+ACTIVITY

-> OUTPUT



➤ **INPUTS**

➤ **BUSINESS SUPPORT**

➤ **ACTIVITY**

➤ **OUTPUT**

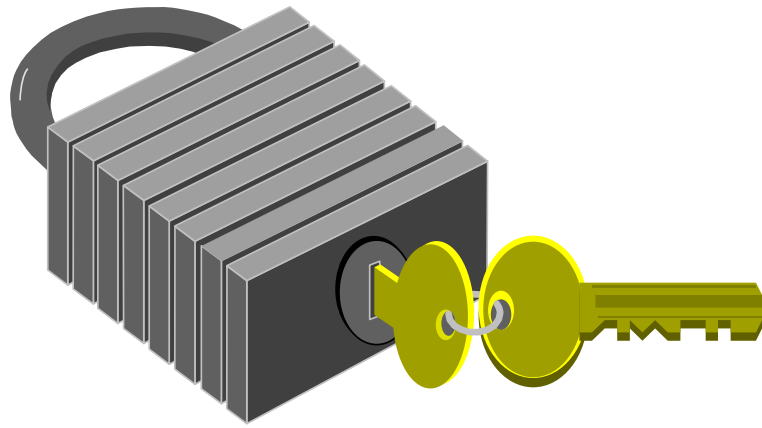
WHAT DO I DO?

WHEN DO I DO IT?

HOW DO I DO IT?

HOW DOES NETWORKING HELP?

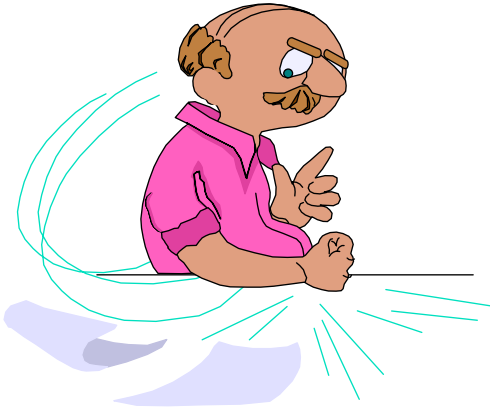
WHAT DO YOU DO?



EFFECTIVE NETWORKING

- ◆ **WHAT DO WE MEAN ?**
- ◆ **WHY DO IT ?**
- ◆ **WHEN TO DO IT ?**
- ◆ **HOW TO DO IT ?**
- ◆ **IS IT WORKING ?**
- ◆ **CAN IT BE IMPROVED ?**

MAKING NETWORKING WORK FOR ME



✓ COMMIT TO DO IT!

✓ PLAN TO DO IT!

✓ MAKE THINGS HAPPEN!

✓ MONITOR/MAINTAIN NETWORK!



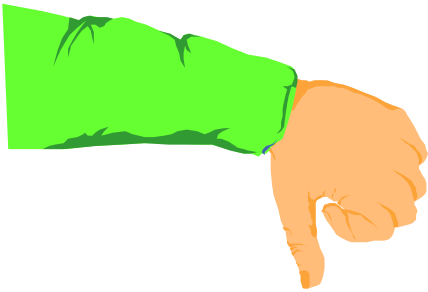
SO, YOU THINK YOU'RE A CONSULTANT ?

- **I WORK IN A LARGE ORGANISATION AND DEAL WITH A LOT OF DIFFERENT PEOPLE AND COMPANIES.**
- **I'M LEAVING IN 6 MONTHS AND WANT TO "SET UP" AS AN INDEPENDENT CONSULTANT.**
- **I'M TECHNICALLY QUALIFIED BUT DON'T HAVE A LOT OF BUSINESS KNOWLEDGE.**
- **I GUESS I'LL NEED A BUSINESS PLAN**
- **WHAT DO YOU ADVISE ME TO DO?**
- **WHEN SHOULD I DO IT?**
- **WHAT SUPPORT SHOULD I GET?**

Please note this is a fixed time contract and payment is by results



NETWORKING NUGGETS



NETWORKING NURDS

