

STRATEGIC NETWORKING

FOR BUSINESS

How to network the right way and build the right network to guarantee success professionally and personally. It's not what you know - it's who you know that matters.





“Business is, and always has been, about people. And when we connect and engage in the right way we build relationships that matter, that build the business that matters.”

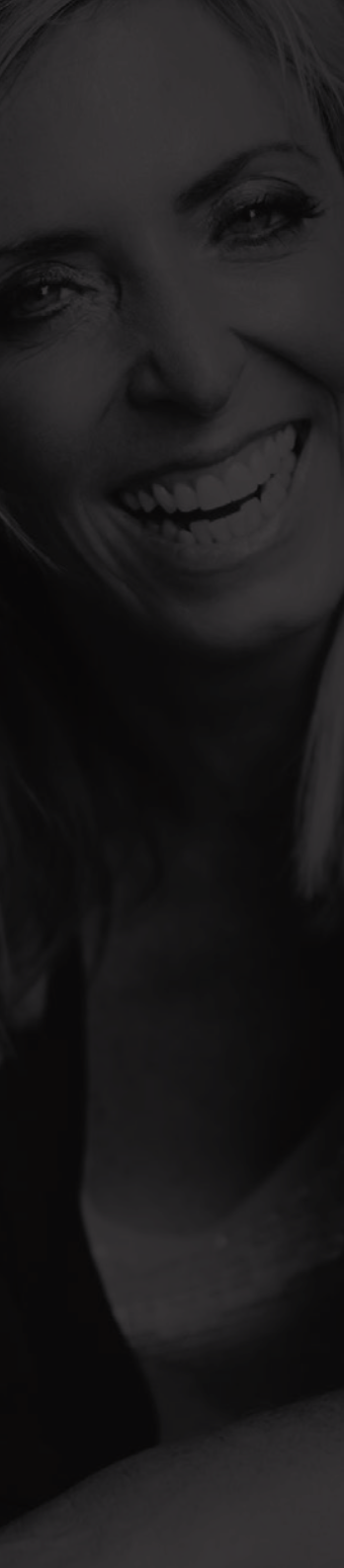
JANINE GARNER

We’ve all been told, ‘you really have to network’ if you want to build success.

And yet, most of us really hate the term networking, let alone going out there and doing it.

Networking has become a superficial numbers game, a transactional swapping of business cards, names and ‘likes’, of bland ‘order taking’ with no real depth, relationship building or long-term result.

In this digitally connected world we seem to be more disconnected than ever. But here’s the thing - strategic networking - building the right personal and professional network - is extraordinarily powerful and creates real leverage. It is part of the winning formula between those that succeed and those that do not.



THIS WORKSHOP IS PERFECT IF:

- You want to build networking confidence & capability
- You are in the business of lead generation & business growth
- You want your team to evolve from order takers to building long term client relationships
- You want your internal teams to work better together
- You want to strengthen your referral and lead generation

IN THIS WORKSHOP YOU WILL:

- Understand why networking is an essential skill to support professional and personal success
- Know how to strategically build your personal support network
- Build your powerful positioning to be remembered
- Learn how to build advocacy with your network
- Develop a Connection Plan to drive results, leverage time, and maximise value exchange
- Increase networking skill, capability and confidence

A TOOL KIT FOR PROFESSIONALS

“Janine is an amazing ball of energy who let’s nothing get in her way or slow her down in the pursuit of inspiring people. She offers tremendous encouragement, leverages her values and talented network of colleagues and provides a toolkit for professionals to be the best they can be”

NICK FARIS
MICROFOCUS

LEARNING OUTCOMES

HALF DAY

SESSION 1

- Understand why a strategic approach to networking is critical for both business and career growth and key future proofing strategy.
- Identify the key 'must have' people you need in your network.

SESSION 2

- Networking with ease - Learn the top 3 tips
- Be remembered - Learn a 9-step framework to position you and what you do with impact

FULL DAY

SESSION 1

- Understand why a strategic approach to networking is critical for both business and career growth and a key future proofing strategy
- Learn how to get clear and intentional with your networking objectives

SESSION 2

- Identify the key 'must have' people you need in your network - the Nexus
- Identify the gaps and learn how to expand your network - learn the 3 reach out strategies

SESSION 3

- Networking With Ease - Learn the 4 Step Success Formula
- Networking on-line - understand the net-iquette of connecting on-line
- How to become an event networking ninja
- How to turn prospects in to partners

SESSION 4

- Build your powerful positioning and be remembered - Learn a 9-step framework to position you and what you do with impact

Janine is a truly wonderful facilitator and speaker. Her content is always cutting edge, modern and reflective of what is currently happening in business today. Janine brings a wonderful energy with everything she delivers. She truly has a great ability to flex and change her style to the area that she is working in, whether that's one on one coaching, facilitating large workshops for senior attendees or large scale speaker sessions for groups of corporates.

**HEAD OF TALENT DEVELOPMENT
AND DIVERSITY, APAC CBRE**

Janine ran a comprehensive program for development of our top talent. Her approach, and her personality, led to this being an extremely successful program to the extent that we have re-engaged her for a second and improved version this year. I would strongly recommend talking to Janine if you want to do something different when it comes to developing staff.

**VP, COMMUNICATIONS MEDIA
& ENTERTAINMENT, HPE**

This year, we launched 'Accelerate', EY's flagship program to accelerate the careers of our next generation female leaders. Janine was an integral part of the launch event. Her session on how to analyse and strategically build your personal support network was inspirational and of great value to our participants. Janine's approach empowers women to be themselves and to find an authentic way of creating support and sponsorship to further their careers. She is an excellent speaker and facilitator and we received outstanding feedback on her session.

**LEADERSHIP DEVELOPMENT
& LEARNING, OCEANIA , EY**

Janine provided a fantastic, engaging and thought provoking keynote address at our recent national conference. Whilst we all believe we are effective in networking and collaborating, Janine shared insights on how to truly be effective and successful by focusing on ones network through a simple yet powerful approach.

**MANAGING DIRECTOR,
LIBERTY SERVICES NETWORK**



+61 418 297 712
janine@janinegarner.com.au
www.janinegarner.com.au

Janine
JANINE GARNER®

Janine is a global thought leader on powerful networking, collaboration and leadership. She is passionate about building high performing leaders and teams and bringing brilliant people together to achieve remarkable results.



Janine spent 20 years working her way across the world putting together award-winning marketing campaigns and strategies for high-profile brands like Ralph Lauren, Orono, Jaeger, Sainsbury's Homebase and Citizen Watches.

It was whilst working as a senior leader that she learnt about the power of connection and what it takes to unlock the brilliance in teams and leaders.

A highly sought-after keynote speaker, educator and author, Janine has worked with thousands of high-profile leaders from around the world and helped countless of Australia's top 50 ASX companies and multinationals -



EY, CBRE, DXC Technology, Hewlett Packard, Microfocus, Optus and CBA to name a few.

She is the best-selling author of *It's Who You Know - How a network of 12 key people can fast-track your success* and *From Me To We - why commercial collaboration will future proof business*, leaders and personal success.

Janine holds a Bachelor of Science degree from Aston University, UK and was awarded an Honorary Doctorate of Science from the same university in 2016. She is a graduate of the Harvard Kennedy School in The Art and Practice of Leadership, a partner at Thought Leaders Global and has won an International Stevie Award in recognition of her work.

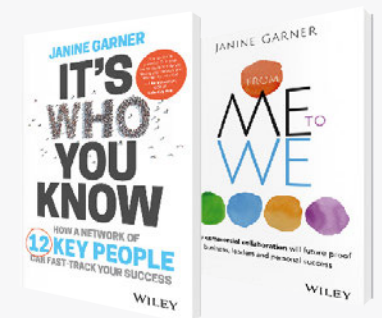
On top of this Janine is super proud to have completed two Tough Mudder and one Spartan race and enjoys the hardest challenge of all - raising 3 teenage children.

When not on TV or radio, Janine's thoughts and insights are regularly published in the media at The Huffington Post, CEO Magazine, Success Magazine, BRW, Women's Agenda, AIM and The Australian. She is also the host of her

own podcast, Unleashing Brilliance, featuring the untold stories of individual success from people around the world.

Janine believes that today, more than ever we need people, teams and companies willing to put in the extra needed to be truly brilliant. That we need leaders who are connected to their purpose and who will drive change. We need individuals brilliant enough to lead both in today's complex environment and into tomorrow's unknowns. This requires collaboration, transformation and leverage and it demands better conversations, training and connection.

Janine believes everyone has brilliance within waiting to be unleashed. This is what being really remarkable is. This is the power that you have to be your brilliant self, to make the remarkable happen and this is why she does the work that she does.





JANINE GARNER[®]