

TRAINING

# IT'S WHO YOU KNOW.

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HOW TO NETWORK AND CONNECT FOR  
PROFESSIONAL AND PERSONAL SUCCESS

*Janine*



# IT'S WHO YOU *know*

## How to network & connect for success

**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 virtual 'likes' or 'connects' online. 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, intentional connection, and knowing how to build the right personal and professional network is extraordinarily powerful and creates real leverage.

**Networking the right way is all about CONNECTION, VALUE EXCHANGE, and CARING for each other's success.**

It is part of the winning formula that separates those that succeed and those that do not.





The business of business and the human need to belong 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**





# Training Options.

## Masterclass (2 Hour)

### What you will learn:

- Understand why who you know and a strategic approach to networking is critical for career success, business success and a professional future proofing strategy.
- Learn the Networking Matrix and the key 'must have' people you need in your network right now.
- Map your network and identify the gaps.
- Learn strategies for reaching out to close the gaps in your network, and frameworks for cultivating and nurturing your network immediately and over time.

# Training Options.

## Masterclass (Half Day)

### *Session 1*

- Understand why who you know and a strategic approach to networking is critical for career success, business success and a professional future proofing strategy.
- Learn how to get clear and purposeful with your networking objectives and develop your professional and personal plan.
- Learn the Networking Matrix and the key 'must have' people you need in your network right now.
- Map your network and identify the gaps.
- Identify the shadow archetypes that are holding you back.

### *Session 2*

- Learn strategies for reaching out to close the gaps in your network, and frameworks for cultivating and nurturing your network immediately and over time.
- Build your personal powerful positioning using a 9-step framework to ensure you are remembered for what it is that you know and what it is that you do



# Training Options.

## Masterclass (Full Day)

### Session 1

- Understand why who you know and a strategic approach to networking is critical for career success, business success and a professional future proofing strategy.
- Learn how to get clear and purposeful with your networking objectives and develop your professional and personal plan.

### Session 3

- Learn and workshop how to expand your network with 3 reach out strategies
- Learn and workshop the 4-step success formula to networking with ease
- Understand the net-iquette of connecting and networking online

### Session 2

- Learn the Networking Matrix and the key 'must have' people you need in your network right now.
- Map your network and identify the gaps.
- Identify the shadow archetypes that are holding you back.

### Session 4

- Build your personal powerful positioning to ensure you are remembered for what it is that you know and what it is that you do.
- Develop your personal Connection Plan for the next 60 days.

*Janine*

# What Others **HAVE TO SAY**

Janine Garner is an inspirational thought leader, who is redefining the role of what a modern leader needs to be, both for today and into the future.

Her methods, approach and training pushes you to the very core of your abilities. But the rewards and value that you are able deliver as a leader, are limitless. I never believed that I could write a whitepaper, let alone deliver a keynote and lightning talk.

But Janine's methods, teaches you how to think and structure your whitepaper, to deliver something truly unique. She also teaches you how to speak and present confidently in front of your Colleagues, Peers and Senior Leaders. Without looking at slides! How awesome.

I would highly recommend Janine Garner, her programs and her network to any organisation that is focused on growth, change for the future and investment into your most important asset, your people. Life lessons in addition to leadership skills.

**DIRECTOR OF CONTRACTING & COMERCIAL, MARSHALL DENNING**

We had a goal of running this program for 1 year and then assessing the health and ROI. Due to the success of the investment in terms of development of the group, retention and promotion along with feedback on the program content and transformational experience of participants we have since partnered with Janine on an annual basis to run this program for us. The program has participants from across our diverse business lines and geographies across Australia and New Zealand.

Janine truly focuses on both what our organisation needs from a commercial and strategic perspective along with tailoring her style and experience to the development needs of each individual. Her mentoring style is insightful, challenging with a real future focus and allows mentees to own their successes and challenges while being truly supported along the way.

Janine brings forward fresh contemporary thinking on leadership and is extremely passionate about leadership growth for both female and male talent and her ability to get to the heart of the desired outcome is excellent.

**SENIOR VICE PRESIDENT,  
GLOBAL HEAD OF TALENT  
MANAGEMENT, CBRE**

G'day Janine. I just wanted to let you know that I have just accepted a promotion to become NZ Sales Manager. I specifically wanted to let you know because I truly believe that your advice, guidance and support through your leadership program are what positioned me to drive for this role.

This was a role that did not exist but I took the lead and demonstrated why we needed the role and what I could bring to it to make a difference. So - thank you very much.

**SALES MANAGER,  
DXC TECHNOLOGY**

The program was fantastic and I would not hesitate in recommending Janine - she is authentic, charismatic, knowledgeable, generous and an excellent mentor.

Nearly six months on and I'm still finding practical and extremely valuable applications of the lessons, techniques and guidance received from Janine's program which I believe demonstrates how solid the course material and program content was.

Thank you Janine for your encouragement, help and patience - it's helped (and still helps me) improve and filter out the noise to focus on what's important for my role and myself.

**REGION COUNSEL, AUSTRALIA  
PACIFIC MICRO FOCUS**



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Janine gave us an absolute masterclass in the art of virtual/online facilitation and audience engagement with her Strategic Networking webinar delivered recently to the Prospa team. Her incredible passion, energy, and authenticity translated so well through Zoom to a dispersed group, the session flew by! Many practical tips were taken away and a real sense of motivation with clear, focused actions.

## TALENT DEVELOPMENT & EXPERIENCE MANAGER, PROSPA

If you are looking for someone to blow your audience away then look no further. Janine had our attendees totally captivated for every second of her 50-minute online presentation. Her energy and brilliance left us all wanting more but with some fantastic take homes to put in place to step into our own brilliance immediately. I would happily recommend Janine for any online speaking engagement – we all left energised and feeling positive in these crazy times - seriously impressed!

## CONFERENCE MANAGER

So engaging and inspiring and all virtually as well. I have so much admiration for anyone that can keep people engaged via a zoom presentation even for a few minutes and Janine did it for more than an hour with our group and we were all wanting more. Thanks, Janine. Because of you, we received the most amazing feedback from our group members and people are still talking about your session more than a week later.

## STATE MANAGER MAS NATIONAL





RALPH LAUREN



OROTON



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Department of Transport



SCENTRE GROUP



CommonwealthBank



BVLGARI



Laminex



CBRE

ADROITA

# About JANINE

Janine is obsessed with unleashing the brilliance in individuals, teams and companies. As a connection expert at the organisational level (collaboration), interpersonal level (networking) and intrapersonal level (energy and intent), her whole world revolves around helping others reclaim and reignite their influence.

A highly sought-after keynote speaker, educator and author, Janine works with high profile global leaders, and helps many of Australia's top 50 ASX companies and multinationals — EY, CBRE, DXC Technology, Hewlett Packard, Micro Focus, Optus and CBA, to name a few.

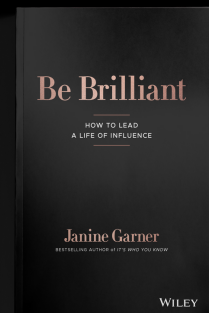
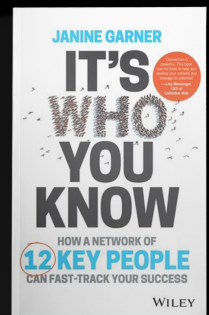
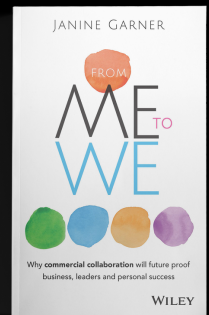
She holds a Bachelor of Science degree from Aston University, UK and was awarded an Honorary Doctorate of Science from the same university in 2016. As well as being a graduate of the Harvard Kennedy School in

The Art and Practice of Leadership, a partner at Thought Leaders Global and has won an International Stevie Award in recognition of her work.

Janine is the best-selling author of *Be Brilliant: How to lead a life of influence, 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*.

She is the host of her own podcast, 'Unleashing Brilliance', featuring the untold stories of individual successes from people around the world.

Janine believes we need people, teams and companies to be absolutely brilliant to lead today's complex environment into tomorrow's unknowns. This requires collaboration, transformation and leverage and it demands better conversations, training and connection.



Janine

# Fee STRUCTURE

2 hr Masterclass	\$5,000 + gst
1/2 day Masterclass	\$10,000 + gst
Full day Workshop	\$15,000 + gst

*Includes resources.*

*Copies Janine's bestselling book Its Who You Know can be purchased at a trade discount if required.*

***Interstate travel and any accommodation expenses are not included (Janine is based in Sydney)***

