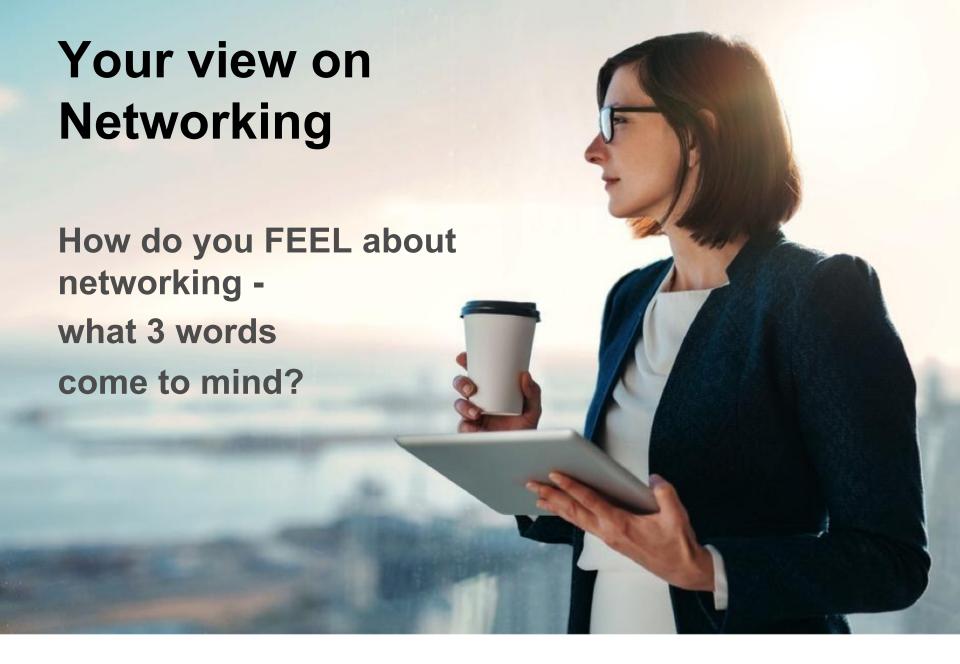




#### We will cover...

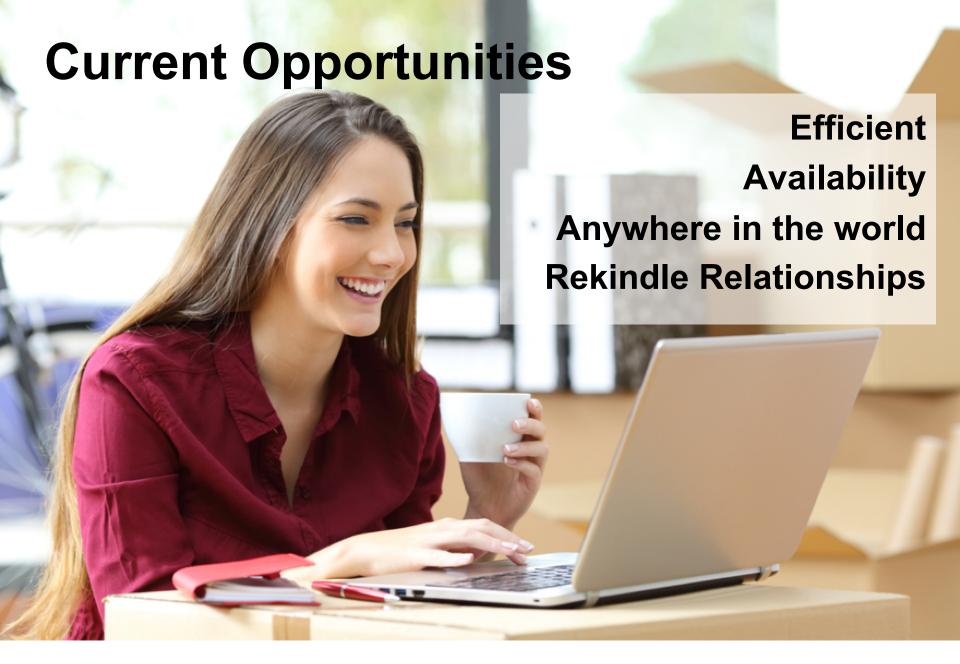
- Importance of networking
- Your beliefs and thoughts
- Your why and preferences
- Networking then and now
- Plan your networking











#### Your Why

Why do you want to network?

What do you want to achieve?



#### Reflect...

What events have you regularly attended and why?

What do you like and not like about them?





### Your Preferences

- Introvert vs Extrovert
- Small vs Large group
- Morning, Lunch, Coffee, Evening meeting
- Conferences, workshops
- Talk Learning aspect
- Prefer with food, alcohol
- Sports
- Activities
- Offsites or Retreats
- Frequency



#### **Elevator Pitch**

Hook...

Typically my clients / partners / employees are

that have the challenge of / that would like to

and I help them by / so I









# **Existing** network

- Identify
- Evaluate
- Create
- Schedule
- Acknowledge
- TAKE ACTION



# Networking Opportunities

- UBS ABN
- Work apéros
- Industry conferences
- Swiss Finance Institute
- CFA Institute
- Meetup groups
- Chambers of Commerce
- Professional Women's Group, PWN Zurich and Zug
- Alumni groups
- Toastmasters







#### Summary

- Importance of networking
- Your beliefs and thoughts
- Your why and preferences
- Networking then and now
- Plan your networking
- What are your next networking steps?





## Download slides at selina.mankarlsson.ch/network



