



How can we help you?

To discuss how our team can help your business achieve true results, please contact us.

650.361.1902

Our training programs:

- Marketing
- Sales
- Professional Development
- Leadership

Next Step is proven to maximize clients' results with accountability - leading to 300% or greater return on investment.

Networking for Success

Program Overview:

This mini-workshop is designed to help participants master the art of networking so that they can grow as professionals, gain career advancement opportunities, and become more effective in their work.

Objectives:

Upon successful completion of this session, participants will be prepared to:

- Develop their elevator pitch.
- Establishing genuine connections to build sustainable networks.
- Create their network map and plan.

Workshop Topics:

- Why Network?
- Formal and informal Networking
- Techniques for networking success
- Elevator Pitch
- Networking benefits
 - New customers
 - New donations
 - New donor programs
 - New employees
 - New community partners
- Individual Networking Plans
 - Network Map
 - Network Plan

"This session helped me refine and practice my elevator pitch, meet people and build pride in our team."

Workshop Participant, Goodwill Industries of the Greater East Bay