Networking Content Library

Learning Modules

Creating your elevator pitch (Module)

Making the most of networking events (Module)

Mastering Networking (Module)

Following up from a networking event (Module)

Questions to really engage your contact (Module)

Making the follow up call (Module)

Following up without feeling like a pest or a stalker (Module)

Time effective ways to network internally (Module)

Turning a social relationship into a business one (Module)

Warming up an old contact (Module)

Ways you can raise your personal and professional profile (Module)

Capturing and using contact details effectively (Module)

Making the most of professional groups and associations (Module)

Making the most of LinkedIn (Module)

Managing your day to day contact relationships (Module)

Webinars - high quality, relevant instructor led training.

Personal business development planning for the new working environment (Webinar)

Raising your influence with colleagues – so they WANT to work with you (Webinar)

Resuming in-person networking – effective approaches in the current environment (Webinar)

Podcasts - bite sized podcasts that are perfect for time-poor professionals

Tips from the networkers – (Podcast)

Ways to follow up effectively after an event – (Podcast)

Winning Business Digests - practical guides to help focus your Business Development

6 Ways To Boost Personal Impact Influence (Winning Business Digest)

6 Ways To Build Your Market Profile And Professional Reputation (Winning Business Digest)

7 Ways To Become A More Effective Internal Adviser (Winning Business Digest)

7 Ways To Get The Most From LinkedIn (Winning Business Digest)

8 Essentials For Working The Room Effectively At Networking Events (Winning Business Digest)

8 Ways To Become The Go-To Professional (Winning Business Digest)

9 Must Dos For Effective Contact Relationship Building (Winning Business Digest)

Videos – straight to the point best-practice BD videos

Getting colleagues to provide referrals (Tips video)

Time effective ways to network internally (Tips video)

Phoning to arrange a meeting (Tips video)