



# NETWORKWISE

WITH ADAM CONNORS



**NetWorkWise** is a multi-dimensional consultancy specializing in the **science and art of networking**.

Principal **Adam Connors** delivers high value, systematic, and direct strategies to **accelerate sales, career opportunities and personal development**.

# WHAT WE DO

## NetWorkWise Workshops

Practical, content-packed, inspiring and entertaining, our speaking engagements provide actionable takeaways and equip you with the tools to transform your networking experience.

### OUR MOST POPULAR WORKSHOPS:

NETWORKING  
**101**



SETTING YOURSELF UP FOR SUCCESS  
*while you're in school*

NETWORKING  
*for* **INTROVERTS**



NETWORKING AT A  
CONFERENCE OR EVENT



— *how to* —  
**SELL  
WITHOUT  
SELLING**



NETWORKING TO IMPROVE THE  
COMPANY'S BOTTOM LINE

HOW TO GET  
**ACCESS TO ANYONE**



  
FINDING THE RIGHT MENTOR  
*through your network*



**CREATING  
NETWORKING  
EVENTS**

# NetWorkWise Workshops

## *explained*

### NETWORKING 101

In Networking 101, individuals learn where and how to begin - it's your quantum leap. Reaching out does not come naturally to most independent people, so the first step is always the hardest. Ironically though, it is the most important element to master and provides the largest improvement in life. Networking 101 transforms beginners into networkers by identifying tangible goals, establishing desirable mindsets and hand teaching individuals how to make the connections that will change their lives. If you've ever wanted to implement Coach Daryl Royal's wise adage "Luck is what happens when preparation meets opportunity," Networking 101 will teach you how.



### FINDING THE RIGHT MENTOR *through your network*

Having good mentor is an enormous advantage and arguably almost as important as choosing the right spouse. Remember, "good advice is never cheap. Cheap advice is never good," so don't settle, especially when it comes to finding a good mentor. To find the best one for you, it's important to get outside your comfort zone and find someone or a group of people that will educate you and will have a vested interest in your success. In Finding the Right Mentor Through Your Network we'll teach you how to not only identify the right mentor, but how to manage and get the most out of the relationship, which is almost as important for your success.



### JOB HUNTING *through your network*

Lee Hecht Harrison's observation that "76% of people land their jobs through their network" means that it's time to immerse yourself in figuring out everything you can about your network. Learn how to access the network you may not know you have and how to approach those in your field or field of interest to turn conversations into opportunities. Learn how to access "Fringe Friends," build relationships, find out about jobs you didn't even know existed and start creating the foundation for the career you are going to build.

### HOW TO GET ACCESS TO ANYONE

Proximity is power and for those who have built the right network, getting in front of anyone is attainable. During this class/course we teach you to get the most out of the current network you have, as well as help you build a roadmap to get in front of those you desire to meet. This course is an excellent way for beginning and intermediate networkers to develop specific plans, goals and hone their methodologies.

# NetWorkWise Workshops

*explained*

## NETWORKING *for* INTROVERTS

It may seem counterintuitive, but introverts are arguably the best networkers. During this seminar you will walk away with a better appreciation for networking. You will learn how to find the best venue/medium that aligns with your personality. You'll also learn tips and tricks on things that you can do to fill your energy tank when it comes to providing the most value for others achieving your desired outcomes. If you've ever found yourself allowing your introversion or another crutch to hinder your success we'll break through your natural resistance. Networking for Introverts is almost universally helpful - research on shyness revealed 90% of people are uncomfortable in a group setting! During Networking for Introverts we'll get you comfortable inviting someone to a meeting or for coffee and develop your strategies for meeting the kind of people that will best improve your network. Networking for introverts will enable you to act on Harvey Mackay's insightful observation that "people aren't strangers if you've already met them. The trick is to meet them before you need their help."



## SETTING YOURSELF UP FOR SUCCESS *while you're in school*

*"Don't major in something minor" — Anthony Robbins*

Setting yourself up for success will demonstrate how networking can create a framework for your career and teach you how to start building a robust network that will serve you all throughout life. In today's fast-paced world Harvey Mackay's advice is more relevant than ever:

*"Job security, I think not...Don't rely on a corporation,  
rely on your network" — Harvey Mackay*

Setting yourself up for success goes beyond education's high-level topics. During this class you will learn actionable steps, process and methodology to achieve your goals. We provide a roadmap and an ability to achieve the outcome you want to achieve. According to research conducted by Harvard University, The Carnegie Foundation, and The Stanford Research Institute, technical skills and knowledge account for 15% of the reason you get a job, keep a job, or advance in a job. People skills account for the other 85% of your job success.



## NETWORKING AT A CONFERENCE OR EVENT

Just like football, it's not just what you do on Sunday, it's the work you did all week that prepares you for Sunday. We will teach you how to prepare for events and conferences so you know how to maximize the opportunities in terms of who will attend, whom you want to meet, how to approach them and how to get the most out of your time and effort. We'll provide conversation starters, practice interactions, develop your strategy, productive follow up habits, cover business card etiquette, and teach you how to gracefully exit a conversation.

# NetWorkWise Workshops

*explained*

— *how to* —  
**SELL  
WITHOUT  
SELLING**

*“Get someone to blow your horn and the sound will carry twice as far.”— Will Rogers*  
We will help you to get in front of the right people and teach you how to change the dynamic of the relationship for your benefit. Sales and networking are not about slick talk, they're about understanding the other person's needs and coming up with a solution. Access to the right information and the right people make that happen. We teach you how to get in front of them as well as how to go into the meetings with a properly focused mindset and approach that produces results. This is an excellent tutorial on transforming connections into mutually beneficial relationships. There's an old adage – “If people like you they will listen to you, but if they trust you, they'll do business with you.” This seminar will show you how to make that happen.

  
**NETWORKING TO  
IMPROVE THE COMPANY'S  
BOTTOM LINE**

The research on power and influence proves that well-networked people are three times more influential than the poorly networked. These leaders have access to people, resources and information to not only help solve problems, but also create opportunities. Well-networked companies have higher retention rates, recruit better talent (often at less expense) and maintain more creative and productive workforces. At Networking to Improve the Company's Bottom Line we teach executive networking through opportunities and techniques available only to executives, then enhance those opportunities with skills like how to identify super-connectors internally. Because the best leaders have the best networks, improving individuals improves the whole company's results.

  
**CREATING  
NETWORKING  
EVENTS**

Creating Networking Events is a great seminar for anyone cultivating business owners, CPA's, lawyers or wealth planners, just to name a few. In Creating Networking Events you'll learn how to properly put together a conference or event that's customized - from the invitees to the thank you notes for attending - and all the other little things that make a great event. Learn how to facilitate flawlessly so that everyone who walks through that door feels special, meets the right person and walks away from the event feeling like they received value from the day. When you're done, we can help with the surveys; these are a great way to not only evaluate the event, but give you feedback on how satisfied people are with you as a vendor in general.

## TELL US WHAT YOU NEED.

*help us tailor a speaking engagement specific to your needs*

