

A network diagram featuring several blue human icons of varying sizes. The icons are arranged in a circular pattern, with a central icon and several others around it. White lines connect the icons, forming a network. The background is dark blue with a subtle grid pattern. The text "Confident Networking for Career Success" is overlaid in the center in a white, sans-serif font.

# Confident Networking for Career Success

# Today's Host and Agenda

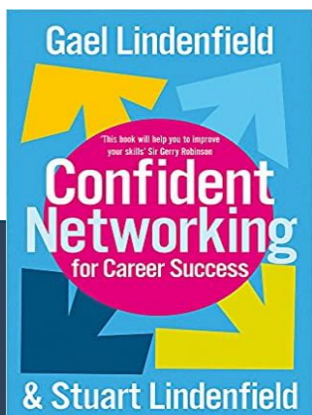


**Stuart Lindenfield** – [stuart@stuartlindenfield.com](mailto:stuart@stuartlindenfield.com)  
**Leading Career Management Practitioner**

- Over the last 20 years, Stuart has coached thousands of executives to become confident networkers and get jobs they love. He is the co-author of the best-selling '*Confident Networking for Career Success*'
- Respected for his expertise in helping clients build their confidence and resilience and improve their networking skills to unearth and seize otherwise hidden opportunities.

## Today's agenda

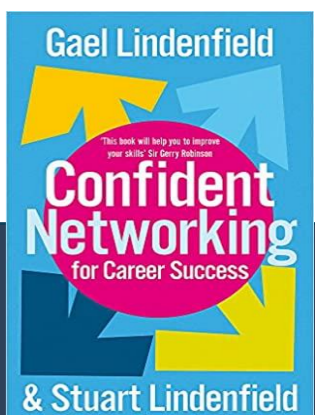
- Defining Networking
- Overcoming barriers – Step 1
- The 6 Key Characteristics of Confident Networkers
- The Strength of Weak Ties
- Taking it seriously
- Today's Offer
- Q & A



# Defining 'networking'



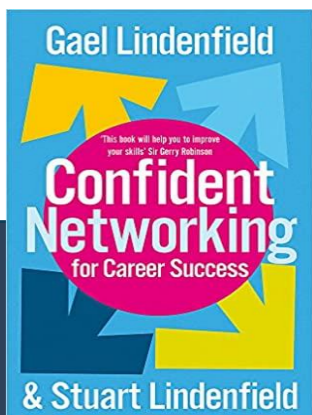
*'Developing and nurturing a web of relationships that have the potential for **mutual** benefit'*



# Overcoming barriers – Step 1, Acknowledging Your Blocks

1. You feel awkward starting conversations with potentially interesting people
2. You feel awkward engaging with ‘dormant’ (older) contacts
3. You don’t know where to start
4. Your self-confidence ebbs away as you enter a room (or Zoom) full of people you don’t know
5. You’re not sure what your appeal is to others
6. When engaging with new contacts, you struggle to convey what you offer succinctly
7. You don’t think you’re the kind of person who puts on an act to impress others
8. You let yourself off the hook with ‘Approach Avoidance’
9. **Other – you may have another challenge, not listed above, that limits your networking potential**

Poll - Now select **up to three** of the above items which represent why you’re here – thank you!



# The 6 Key Characteristics of Confident Networkers

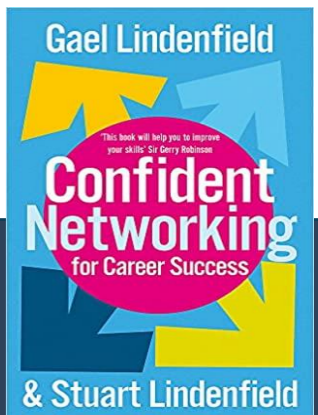
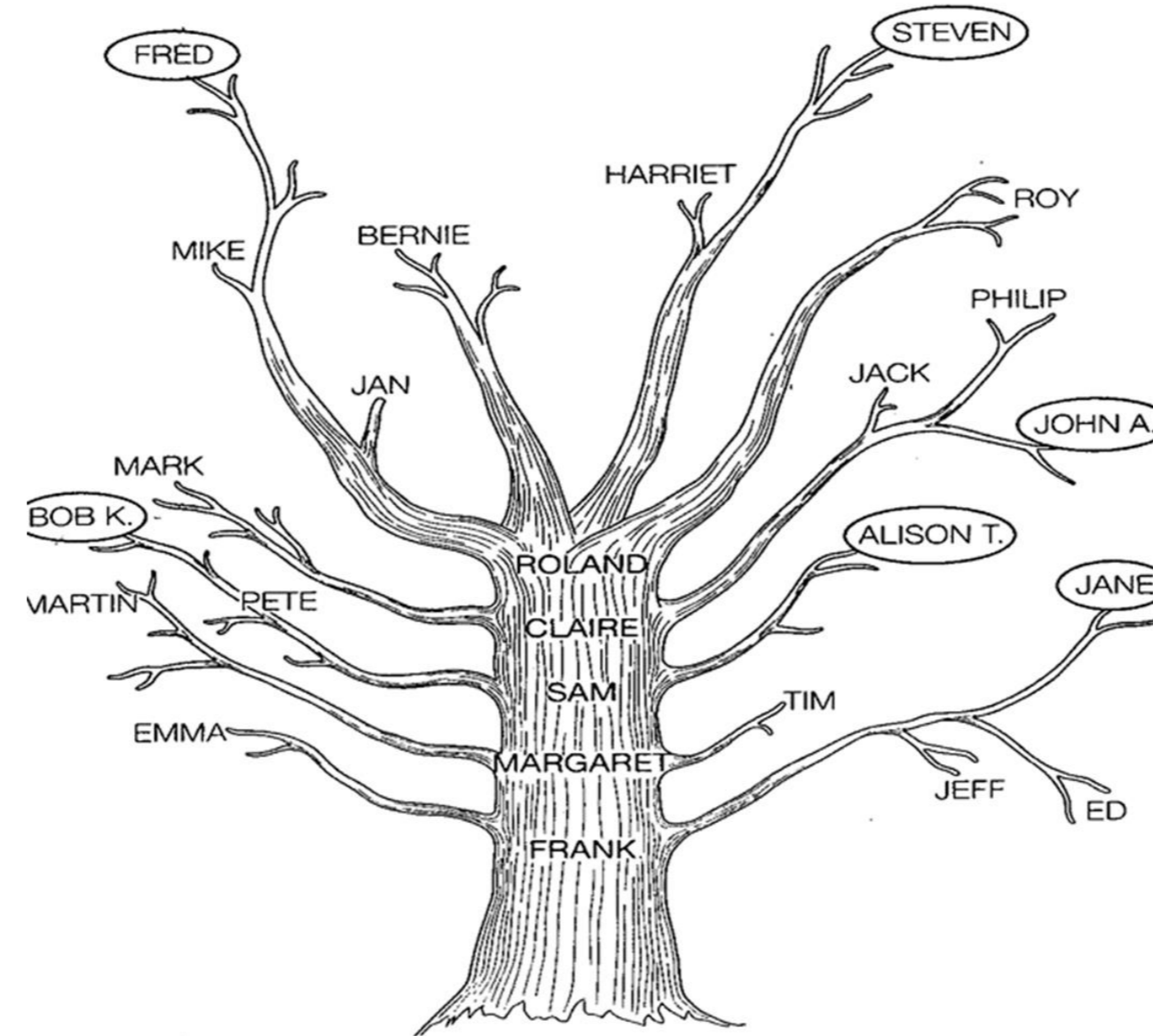
## *The 'Cool Cat' Qualities*



# 'The Strength of Weak Ties'



The Job Search Tree



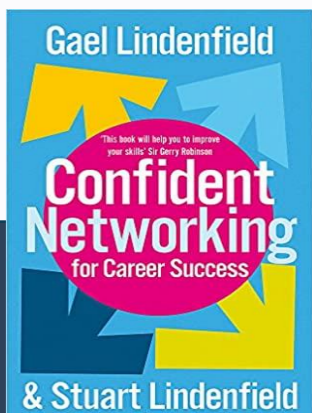
# Getting Serious About Networking!



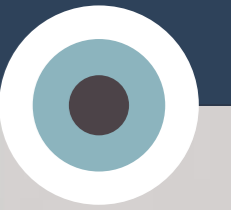
## Creating your Networking Action Plan\*

- ✓ Clarify the importance of networking for you.
- ✓ Acknowledge your specific difficulties and blocks
- ✓ Audit against the 6 'Cool Cat' qualities
- ✓ Create an Action Plan for enhancing your skills & your network

\*Email me a request for a free copy to [stuart@stuartlindenfield.com](mailto:stuart@stuartlindenfield.com)



# Today's offer



You'll work with Stuart Lindenfield, a leading expert in networking, over 4 sessions. A typical programme would include the elements below, but may vary as Stuart always ensures that sessions are tailored to the priority needs of the client:

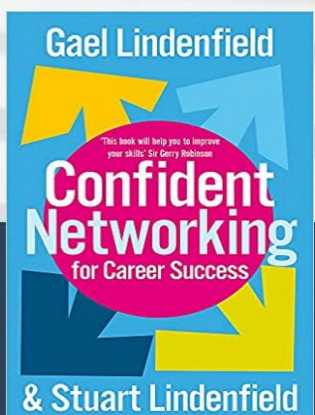
- ✓ Clarifying your appeal - playing to your strengths
- ✓ Impactful and concise communication (CV, LI & E/pitch)
- ✓ Creating a structured job seeking action plan
- ✓ Confident Networking\* to unearth opportunities
- ✓ Preparation to ace the interview / assessment

\* (A free copy of the best-selling 'Confident Networking' by Gael and Stuart Lindenfield is included in the Package)

Original price £700

**Exclusive OFFER: £500** when you book this package by midnight on the 9<sup>th</sup> June

Email [stuart@stuartlindenfield.com](mailto:stuart@stuartlindenfield.com) if you have any questions, or wish to make a booking.





# Q & A

