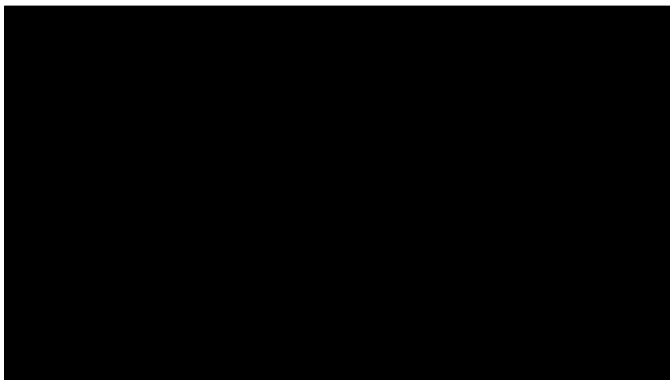


DEVELOPING YOUR PRACTICE

The art of forging lasting relationships

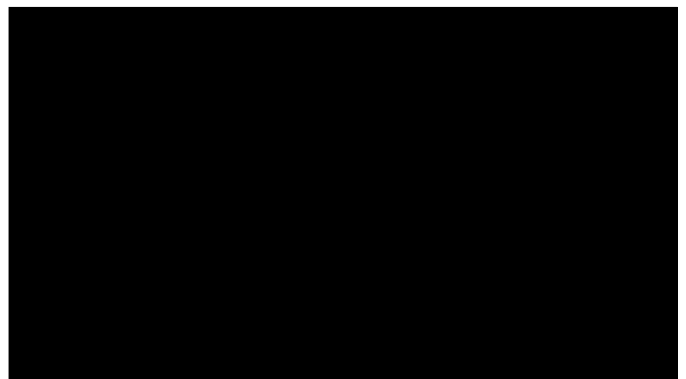


6 STAGES OF NETWORKING

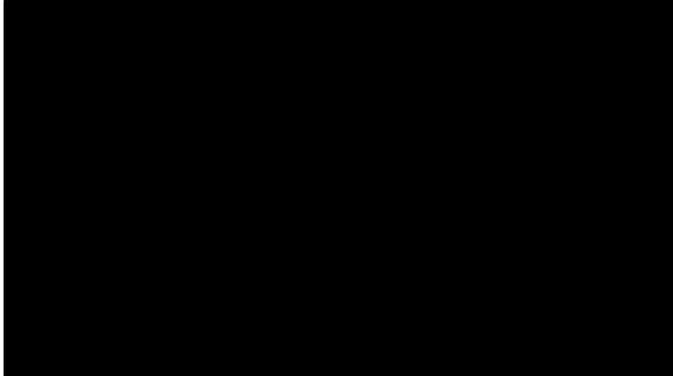
1. PREPARATION
2. FIRST IMPRESSIONS
3. BUILDING RAPPORT
4. GETTING DOWN TO BUSINESS
5. ESCAPE
6. FOLLOW-UP



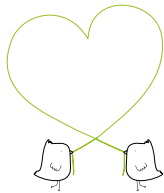
1. PREPARATION



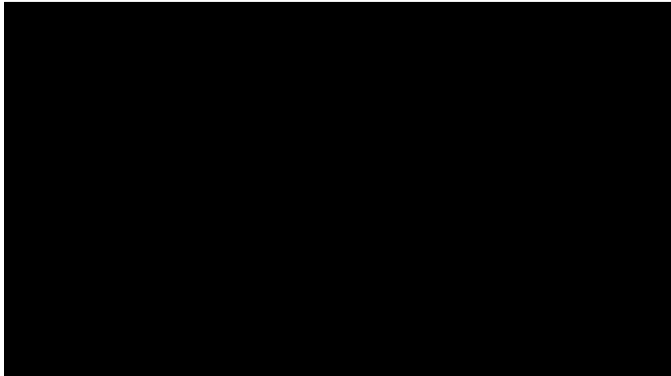
2. FIRST IMPRESSIONS



3. BUILDING RAPPORT



3. BUILDING RAPPORT

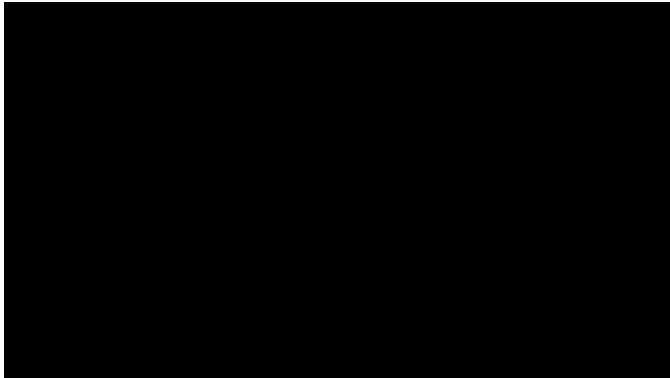


BUILDING RAPPORT

HOW?
WHAT?
WHY?

Tell me more

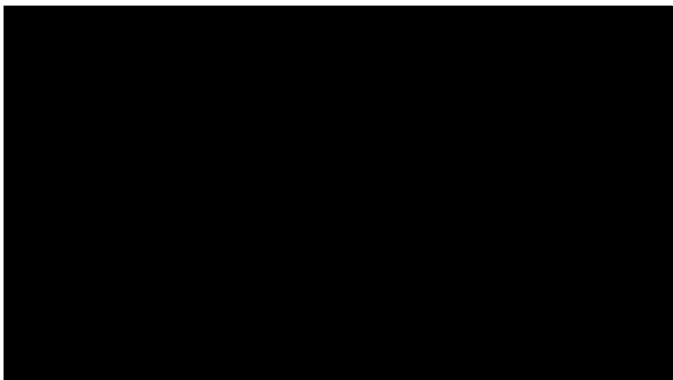




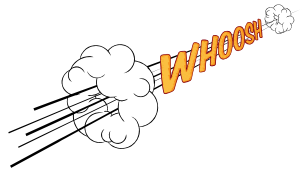
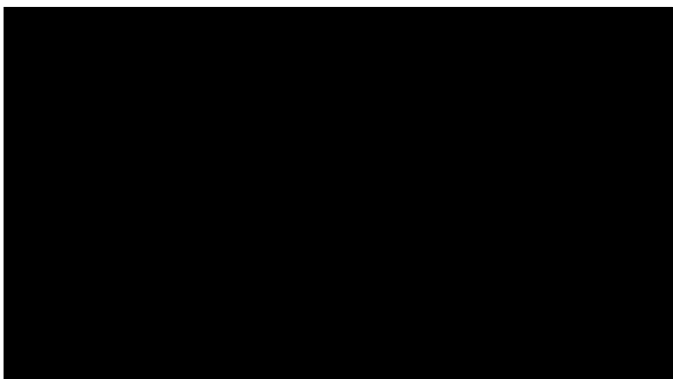
4. GETTING DOWN TO BUSINESS

A line drawing of two men in suits sitting at a table, engaged in a conversation. The man on the left is looking towards the man on the right, who is looking down at something on the table.

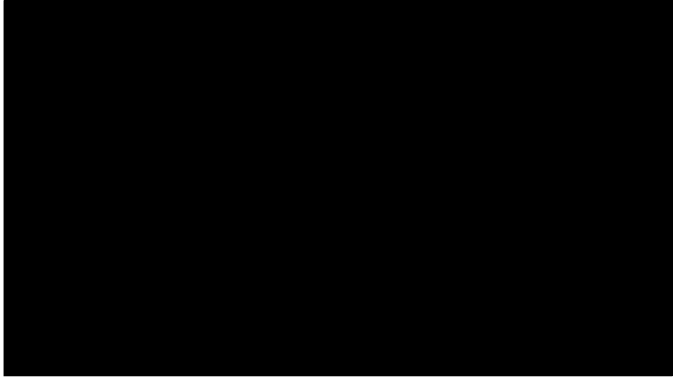
4. "AND WHAT DO YOU DO?"

A line drawing of three people (two men and one woman) standing and looking at a large question mark. The man on the left is pointing towards the question mark.

5. ESCAPE

A line drawing of a rocket launch. A rocket is shown with motion lines and a large plume of smoke, with the word "WHOOSH" written in a stylized, orange font next to it.

6. FOLLOW-UP



*Thank
you*

