



"Being a Connector" Workshop on Networking

Workshop Leader: Kathleen McQuiggan, President, Catalina Leadership

Format: 90 minute interactive session with assessment of current network, tools to enhance your network, and skill building on how to be a connector of people and opportunities

Participants will:

- Receive tools to help identify, organize, expand and maintain their network
- Identify specific goals of their network
- Learn how to be "a connector" of people and opportunities

Agenda

I. Introductions

Networking begins with first impressions

II. What is your network?

- Exercise: Networking diagnostic
- "Connector" Framework for networking : Identify, organize, analyze, expand, maintenance & following up
- Exercise: Mapping your network

III. Identifying your networking goals

IV. How to align networking with your goals

- Exercise: Filling a network hole

V. Being a "Connector"

- Networking checklist
- How to leverage your network to identify opportunities

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