Is Your Net Working?

**Course Overview**

Being able to network and develop strategic business relationships is critical to every leader’s success. People typically do business with people they like. People who are genuine, honest, credible and top of mind. Learn how to be top of mind with others both in person and online.

**Program objectives**

During this program, participants will learn:

* who to network with
* how to find the time to build a network
* strategic approach to networking
* how to follow up online and in person for long term success

Material: *How to Win Friends and Influence Others* by Dale Carnegie

**Format**

½ day