

NETWORKING FOR PROFESSIONALS

HOW TO GET THE BEST OUT OF YOUR YEAR-END EVENTS



A CPD session, conducted at your firm, and designed for all people attending or hosting events during the festive season. The session is designed to run for 60 minutes (minimum) or 90 minutes.

WHAT WILL BE COVERED

1 BEFORE THE EVENT

- What to focus on when time is limited
- Finding your 'best fit' opportunities
- Preparing your introduction

2 AT THE EVENT

- Breaking in to a conversation
- Building rapport (and what to avoid)
- Breaking away

3 AFTER THE EVENT

- Tips and ideas for after the event
- Ways to stay in touch
- Tracking and updating your approach

WHO SHOULD ATTEND

- Anyone attending or hosting events
- Professionals looking to build their personal networks


YOUR TAKEAWAYS

- Feel more enthusiastic about accepting business invitations and hosting events
- Understand the room dynamics of groups
- Know what ice-breaker questions to ask
- Want to make more follow-up calls

FURTHER INFORMATION

For further details or to book a session, please contact Lisa O'Connor on the email provided below.

 lisa.oconnor@prodonovich.com

 (+61 2) 9241 5575

 prodonovich.com



AN INTRODUCTION TO THE FACILITATORS



ALISTAIR MARSHALL

Alistair Marshall has over 30 years of experience in business development. His fast and proven solutions have helped law firms, accountancy practices, banks and household name corporates to quickly attract new clients and win more new business.

He has worked in business development for multi-national corporations, with responsibility for budgets in excess of A\$100m.

Alistair's inspirational approach encourages professionals to stop just thinking and start doing. To take new actions, that will achieve financial and professional goals never reached before.

For more information about Alistair's expertise and experience is provided at www.professionalservicesbd.com.au/ and [LinkedIn](#).

"Alistair is an excellent presenter and coach. His style is captivating and entertaining while still allowing him to deliver some very strong messages. Most importantly in our coaching sessions everybody walked away with very practical tips and strategies that they could execute immediately."

Business Development Director,
Hopgood Ganim Lawyers



SUE-ELLA PRODONOVICH

Sue-Ella Prodonovich brings more than 20 years of senior level experience in winning and growing business. During this time, her roles have included Director of Marketing with Arthur Andersen; Director of Marketing and Business Development with Baker & McKenzie; Senior Consultant with Rogen SI; and Partner of Crowe Horwath.

Sue-Ella established Prodonovich Advisory in 2012. Her practice specialises in helping professionals set their direction, execute their Business Development plans and engage with their clients. She provides a range of Business Development training, coaching, and retreat facilitation services.

More information about Sue-Ella's experience and qualifications is provided at www.prodonovich.com and [LinkedIn](#).

"Thanks so much for today Sue-Ella. You have blown all of our expectations out of the water. I can say that comfortably because I have literally just had 10 different conversations with the attendees to ask for feedback, and all of it is so overwhelmingly positive."

L&D Professional,
Global Professional Services Firm

Please respect our copyright and the effort taken to produce the original material in this document.

- ✓ **Share** with your team and include the logo or name to show the author
- * **Don't Use** without permission
- * **Don't Copy** without acknowledgment
- * **Don't Show** external providers.

