

PRESENTATION

# THE VALUE OF NETWORKING

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**WHY NETWORK?**



**BENEFITS OF NETWORKING**

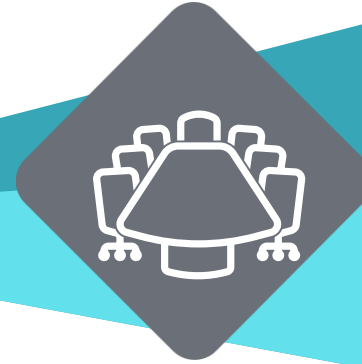




**MONEY**



**REFERRALS**



**BUSINESS GROWTH**

# CONTACT LABOUR'S GROWTH AND CLIENTS



  
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**SOCIAL**



**COMMUNITY**



**CHARITY**

# HOW WE HELPED A FELLOW NETWORKER IN DISTRESS



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**KNOWLEDGE**



**LIFELONG LEARNING**



**PUBLIC SPEAKING**



**PRESENTATIONS**

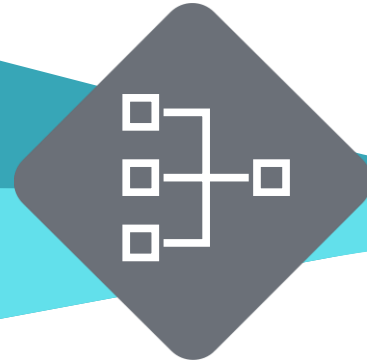
# HOW IT HELPED ME PERSONALLY AND PROFESSIONALLY



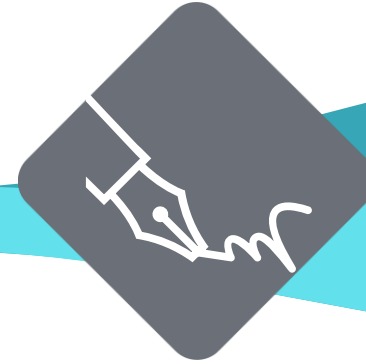




**DISCIPLINE**



**SYSTEMS**



**RULES**



**STABILITY**

# WHAT YOU SHOULD BE DOING?

- ✓ 80/20 Rule
- ✓ WORK ON YOUR BUSINESS NOT IN YOUR BUSINESS
- ✓ SALES
- ✓ NETWORKING
- ✓ STRATEGIZE





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**YOU CAN HAVE EVERYTHING IN LIFE YOU WANT, IF YOU  
WILL JUST HELP OTHER PEOPLE GET WHAT THEY WANT. ZIG ZIGLAR**



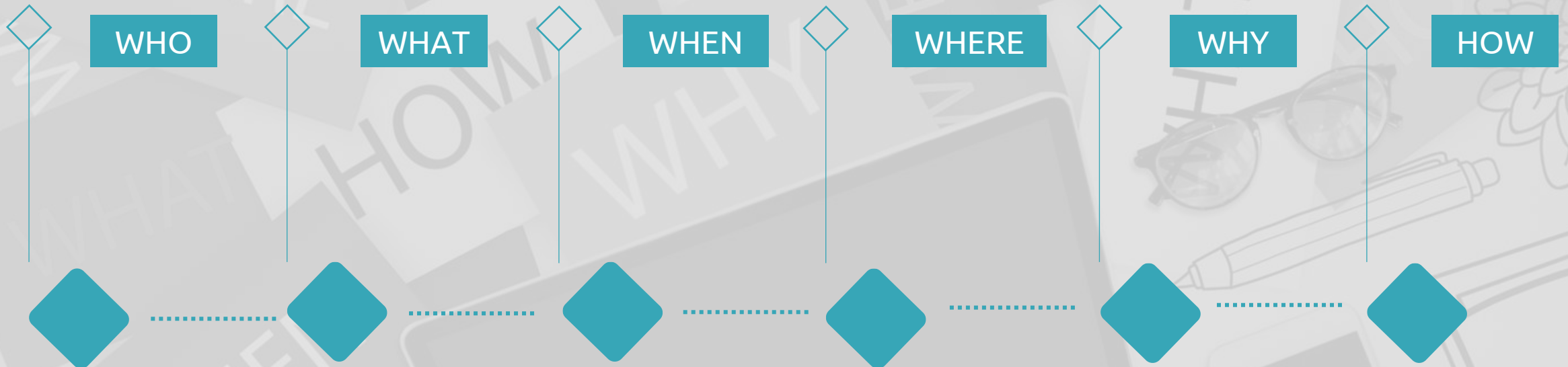
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**QUESTION MORE!**



# POWER OF OPEN-ENDED QUESTIONS





# USING OPEN- ENDED QUESTIONS AS AN INTROVERT



# CONFLICT RESOLUTION





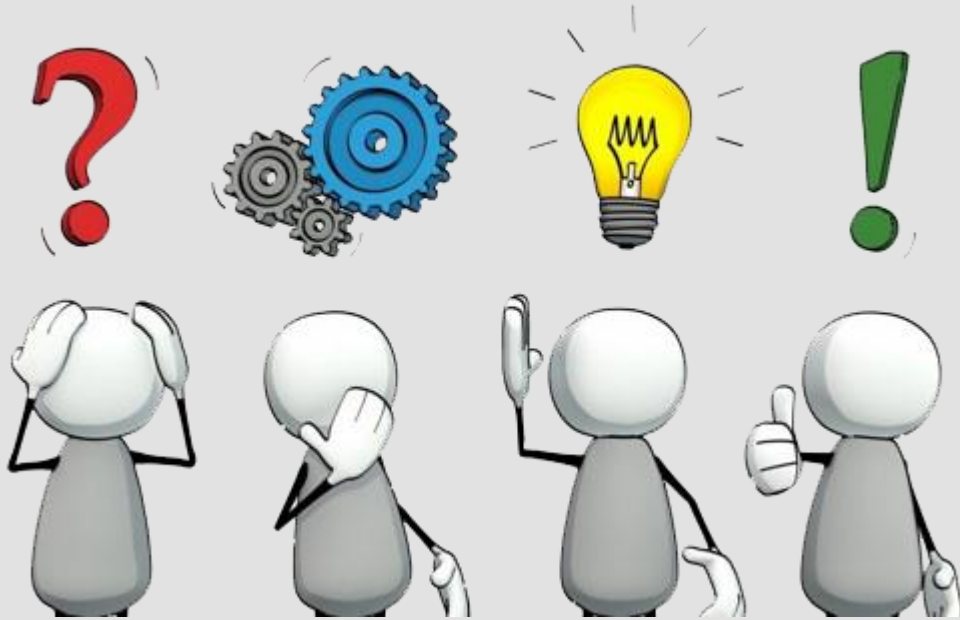
# REVIVE RELATIONSHIPS



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# THINKING

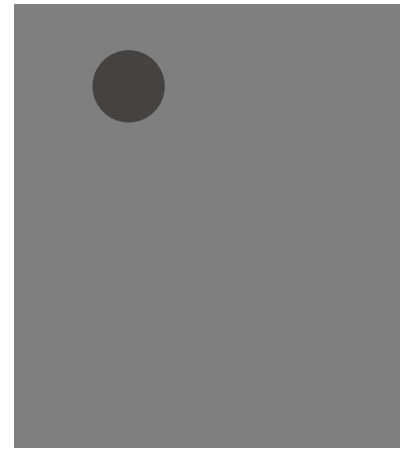




# CRIME SCENE

# DO's

- ✓ Be prepared
- ✓ Know what your desired outcome is
- ✓ Be a good conversationalist and a good listener
- ✓ Be brave and introduce yourself
- ✓ Enjoy yourself
- ✓ Smile, make eye contact
- ✓ Treat everyone with respect.
- ✓ Read name tags
- ✓ Build Trust



# DONT's

- ✓ Forget to follow-up
- ✓ Stay with people you know
- ✓ Move from one group to another
- ✓ Over commit
- ✓ Be desperate
- ✓ Arrive too late or leave too early



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- Networking is about building trust and building relationships.
- Building relationships is about caring.
- You cannot care if you do not understand the other person's situation.
- You cannot understand the other person's situation if you do not listen.
- You cannot actively listen, if you do not ask enough questions.



NO ONE CARES HOW MUCH YOU  
KNOW, UNTIL THEY KNOW HOW MUCH  
YOU CARE. **THEODORE ROOSEVELT**

