



Secrets of successful networking

Presented by Alan Matthews

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Wednesday 21 November 2007, 6.00pm to 9.00pm. Free Event.
IoD Hub, New Broad Street House, New Broad Street, London EC2M 1NH
(Places must be booked prior to attending as places are limited)

Why Attend	Networking Skills
<p>If you have ever wondered what the point of networking is and what does it mean to network – then this seminar is for you.</p> <p>You will learn the secrets of successful networking and what are the benefits to you, if you can network effectively.</p>	<p><i>You will learn:</i></p> <ul style="list-style-type: none"> • What to say and when to say it • What to say about yourself and your firm • How to introduce yourself • How to make the first move • How to approach groups and individuals • The art of matchmaking • How to build a rapport • How to make the most of the network • How to move on and circulate

Following the presentation there will be an opportunity for you to 'put into action' the networking skills shown to you over drinks and canapés.

To attend please visit www.icaew.com/events or speak to: David Thomas, Member Services Executive, LSCA, Tel: 020 7920 8463 E-mail: david.thomas@icaew.com.

For further information on Martin Ward Anderson, please visit their website at:

www.martinwardanderson.com