

The Road to Rainmaker

Create and Improve Business and Personal Relationships

This program, available in a series of half day meetings, addresses the needs of professionals who seek to build new connections and enhance existing business and personal relationships. The knowledge and skills acquired during this highly interactive session will help you and your team increase your personal visibility, broaden your sphere of influence, and leverage the long-term business development strategies that will garner significant returns on both a personal and professional level.

Here is a broad agenda for what we will cover:

In the first half day session participants will:

- Evaluate their personal networking capabilities through a unique self-assessment
- Understand how to leverage opportunities at meetings and conferences
- Create a personal “elevator pitch” to get conversations started
- Learn how to develop relationships and build rapport through active listening

In the follow up sessions, participants will:

- Understand the strengths and challenges of their own communication style
- Develop and structure stories for use in networking meetings
- Experience video coaching and feedback
- Develop a system for organizing and managing their contacts

While no training in the world can change lifelong habits and behaviors, we promise, based on our experience with previous clients that you will leave with a new sense of possibility and some powerful new skills for developing and maintaining professional relationships. The program will include a manual so participants will have written guidance to draw upon after the training.

Testimonials

“An excellent trainer. Great pacing, skillful delivery, and his views on career development were of significant value to the group. I was very impressed.”

Brian Molloy, Vice President/Training Director
Bank of New York

“I learned a lot from his workshop and appreciated his good advice and counsel. The information has already come to great use in networking meetings with other executives.”

John Quick
Executive Vice President/ Managing Director
Ogilvy Public Relations