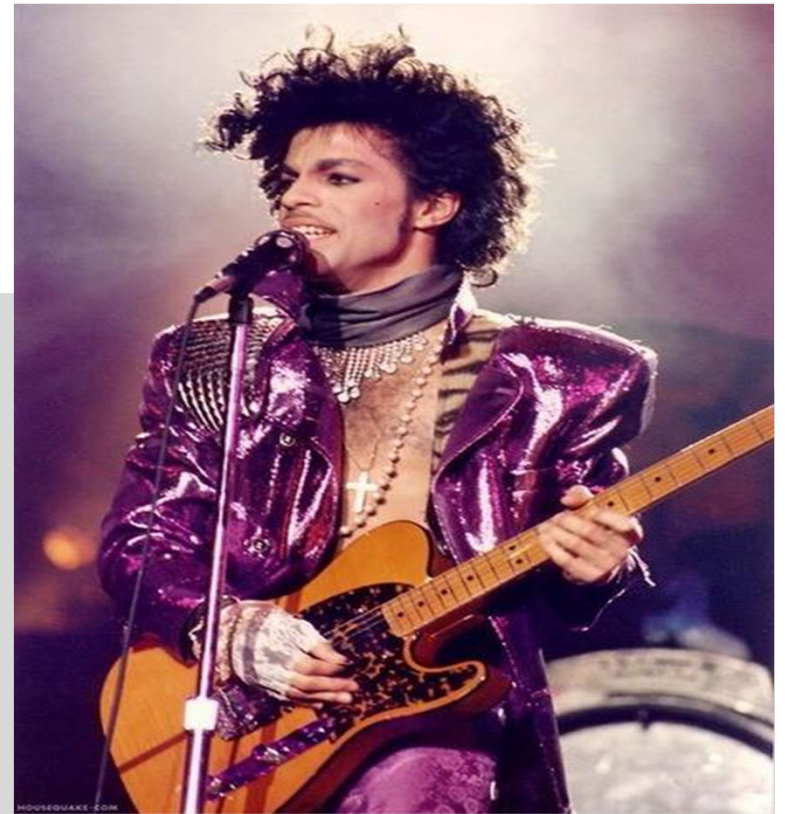


Minnesota
PRSA

rock

paper

star







THE #1 WALL STREET JOURNAL BESTSELLER

STRENGTHS FINDER 2.0

TOM RATH

New York Times Bestselling Author of
WELLBEING







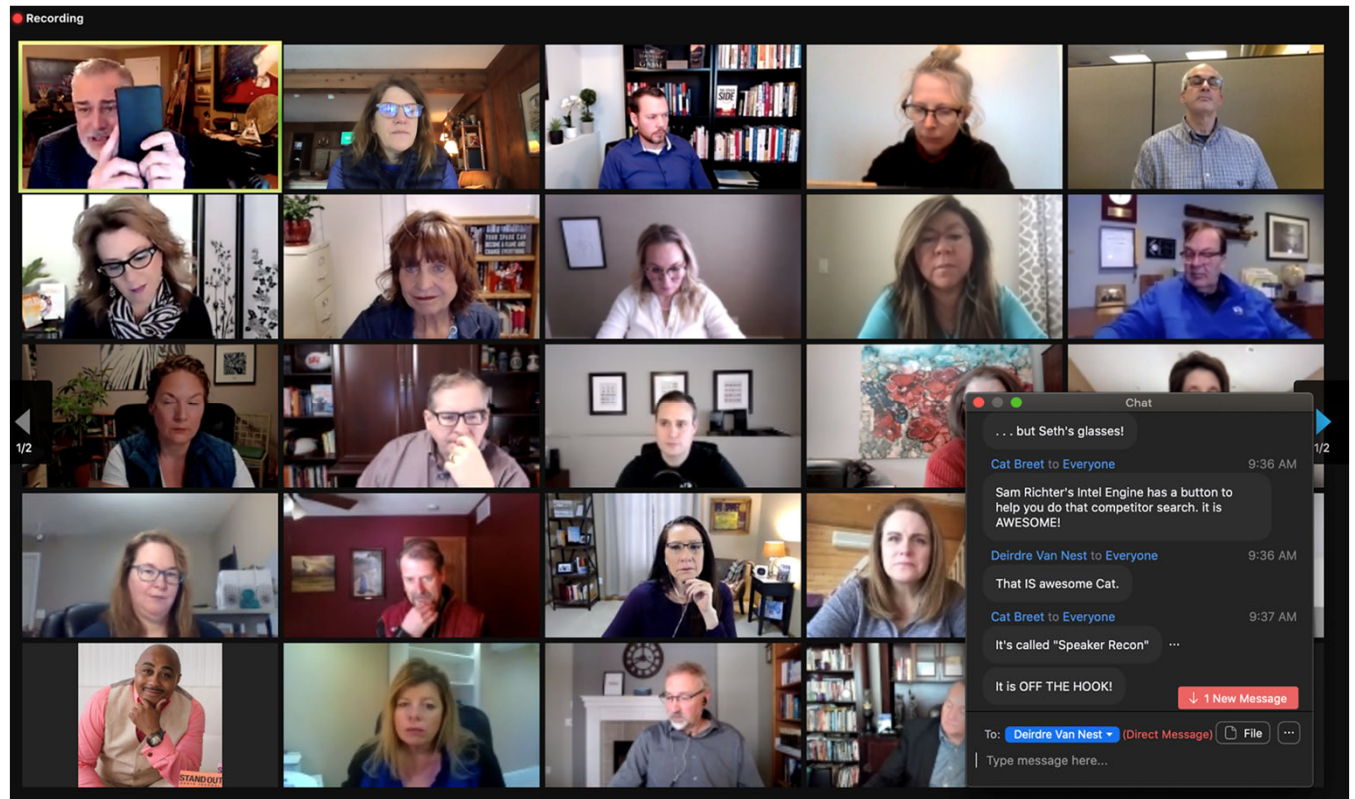
NETWORKING



5 BIGGEST MISTAKES AND HOW TO MOVE THROUGH THEM

NETWORKING











=

**NETWORKING
CONFIDENCE**



Types.

- COI (Centers of Influence)
- Client
- Prospect
- Non-profit
- Government
- Law Enforcement
- Advisor/Mentor
- Personal



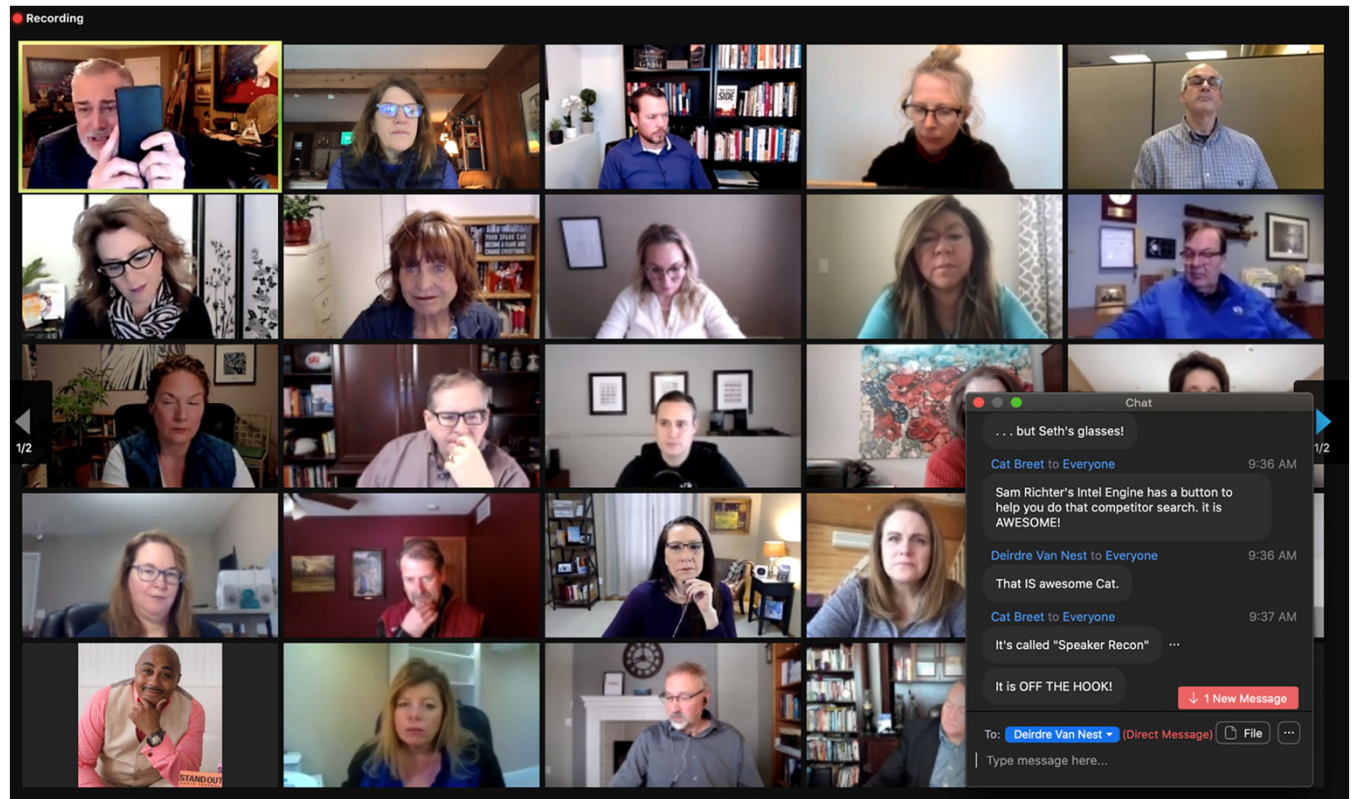


COMPOSE

Inbox (6)

Starred





Create categories.







Search

Home

My Network

Jobs

[Doctor of Education](#) - Advance and be distinguished as an educational



Eva Keiser, APR · 1st

Strategic Communication Professional

Minneapolis, Minnesota, United States · 500+ connections ·

[Contact info](#)

Message

More...



The Plural I



University of North Dakota



CAREER
COFFEE
SERIES



FRONTRUNNER TAKE ACTION PLAN & CHECKLIST

VISION: Why are you in business?

GOAL: What is your sales/networking goal?

WHAT MAKES YOU THE BEST OR GOOD AT IT? 3–5 Keywords

Strengthsfinder / MBTI / Kolbe

TOP 25 AND IMPACT 100®: Make a List of Key People, Centers of Influence, Clients, Prospects

MAKE A PLAN OF ACTION: Key Dates / Daily, Weekly, Monthly, Quarterly, Yearly



Connect On & Off The Screen

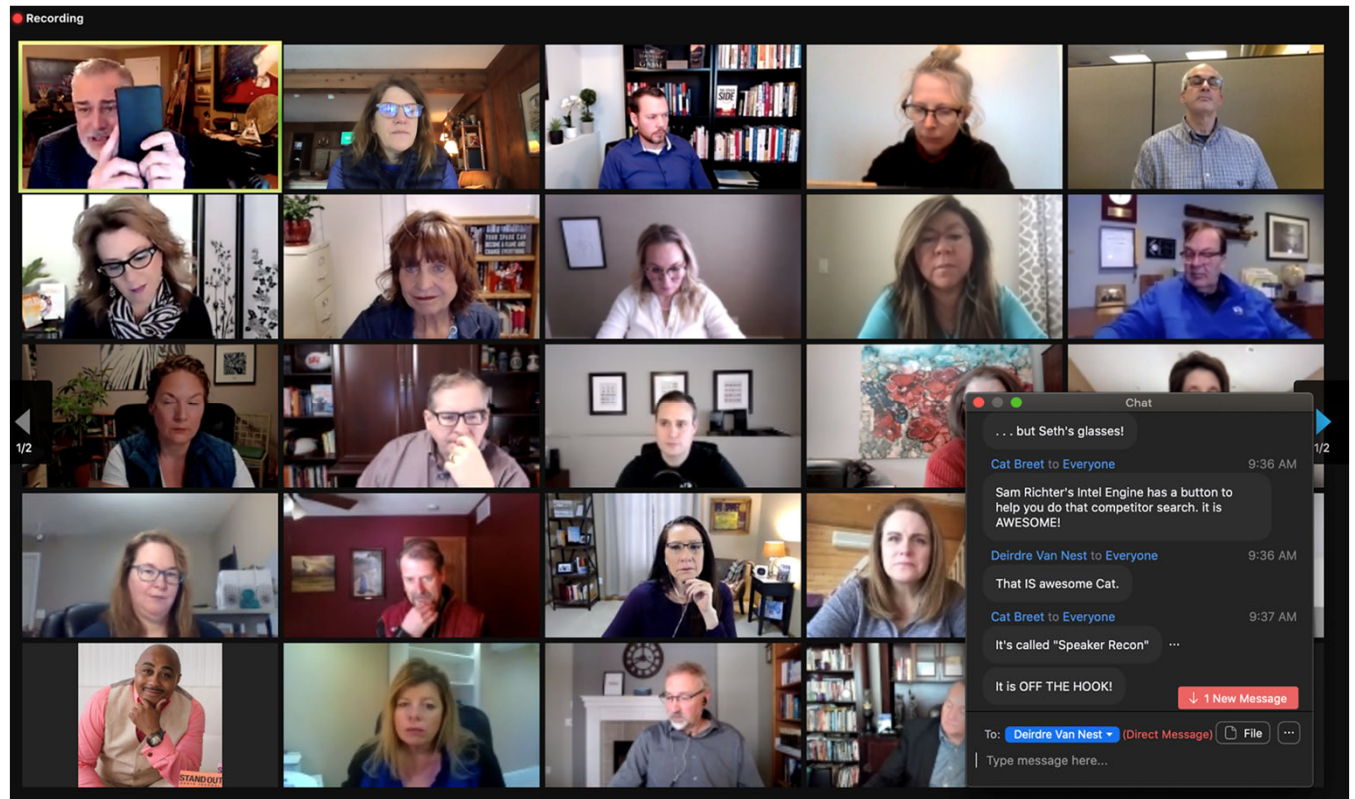
- Have a plan and a process
- Three key questions
- Something to say that's interesting
- Read more publications, articles
- Look for a connection point
- Comment, share, use the chat feature
- Introduce others, be a connector
- Build relationships inside and outside
- Follow up after the Meetup or Zoom

Take Action

- Set a goal for your network.
- Strategize about your network.
- Rank your network.
- Develop your play up list.
- Post on LinkedIn.
- Text
- ZOOM
- Arrange a virtual lunch.
- Pre-arrange who joins you at an event.
- Invite a mentor to 20 minute coffee.

Take Action

- Make an Impact 100™ list.
- Have confidence in your strengths.
- Join & participate in an association or org.
- Ask for feedback.
- Hire a coach. Pick Cathy Paper!
- Learn from relationships that didn't develop.
- Define how you can have IMPACT.
- Ask for an introduction to one more person.
- Ask for the order!
- Bring a Plus 1 to a virtual event.



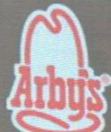
Questions and Answers.



TCF
BANK
STADIUM™

Coca-Cola

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BANK
STADIUM™



ARBY'S
IS A PROUD
SUPPORTER
OF GOPHER
ATHLETICS

3:14

7



NEW YORK TIMES BESTSELLER
**USE YOUR HEAD TO
GET YOUR FOOT
IN THE DOOR**
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