



# Secrets of Networking

## Mastering the Networking Games

This webinar will introduce and promote the easily learned mastery of basics and Disciplines of Networking. The techniques and tips you will learn here are utilized by protection industry leaders.

In this 90-minute webinar each viewer will learn the 10 Networking Disciplines then will continue build awareness and confidence with a mental and physical walk-through of the preparation, arrival and departure of a fictitious Networking event.

It will conclude with a Q & A Session, answering any lingering questions about mastering the Networking game! There will be stories, examples, some very bad jokes but, above all, there will be life changing information shared and learned!

## Ten Networking Disciplines:

Long Game Mentality, Relationships FIRST, Authenticity, Smiling, Mini-Commercial, Be Useful, Follow up, Reconnect, Be Interested, not Interesting, Consistent, Positive Contact

**Presented by Craig McKim**

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**Contact us at:**

**212-2684555 or [info@personalprotection.com](mailto:info@personalprotection.com)**

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