

Strategic Relationship Development Presentation

Goal: To educate participants about the use and results of strategic thinking in relationship development, and tactics that increase business and build personal reputation

Process:

Introduce the concept of strategic thinking into relationship building and networking-related actions

Use interactive activities to build understanding and awareness

Increase understanding of the importance of planning in relationship development

Demonstrate the use of the four W's: Who, When, Where and What

Discuss external reputation building opportunities including writing articles; public speaking venues; and external organization participation/membership

Encourage participants' post-seminar commitments to specific relationship building activities

Deliverables:

Improved connecting skills and confidence with the tools and techniques to create results; more efficient time management of external activities; commitment to strategic relationship development actions and goals; greater consciousness of connection opportunities;

Group Size and Fees:

We have done similar presentation/workshops with groups ranging from 12 to 75 people and customize every program to the group's interests. Our fee ranges from \$2,250 to \$3,250.

We work with diverse clients and customize this service offering to meet their specific needs. We help the good become great and the best become better. Our clients realize a whole new appreciation of networking and connecting to people when using a strategic perspective.