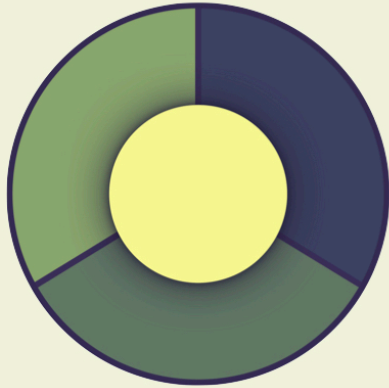
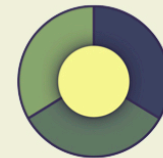


Corporate Sponsored Coach Training



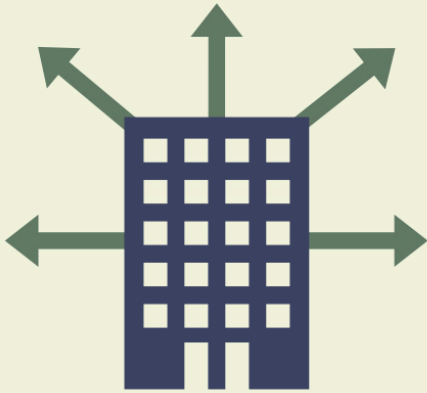
Networking and Connection

External Networking

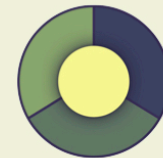


Corporate Sponsored Coaching
www.corporatecoach.training

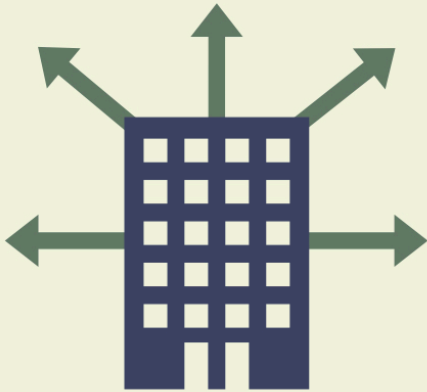
Why Coach External Networking?



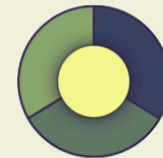
- Different area of an organization
- Important individuals as part of connecting with another company
- Personal fulfillment and learning
- Personal business connections



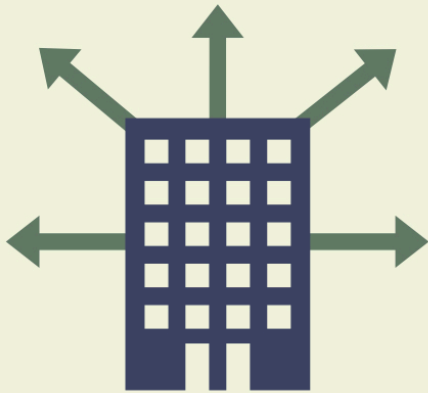
External Networking Process



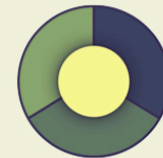
1. Approach: Communication Development Framework
2. Explore purpose, values, vision, etc.



External Networking Process

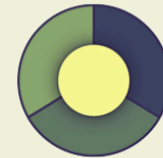
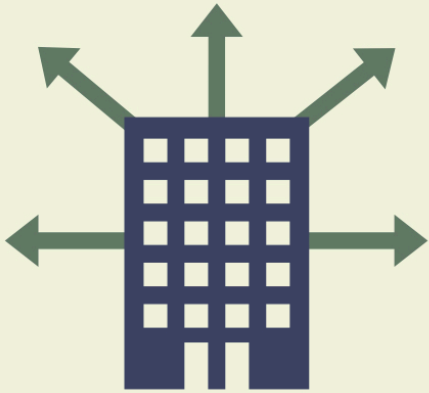


1. Approach: Communication Development Framework
2. Explore purpose, values, vision, etc.
3. Use Professional Branding/Planning/Strengths/Weakness coaching to help build a networking foundation

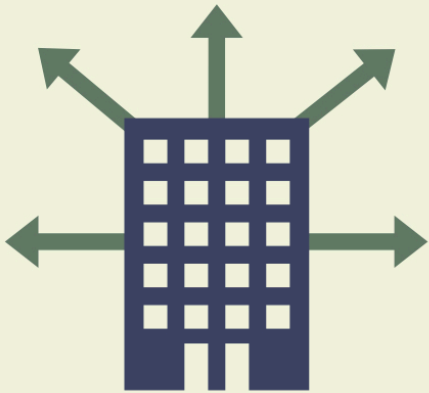


External Networking Additional Considerations

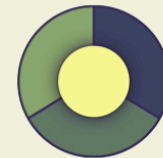
1. Support effective digital research: Blog, LinkedIn, online presence on page 1.



External Networking Additional Considerations



1. Support effective digital research: Blog, LinkedIn, online presence on page 1.
2. Challenge towards a "Serve the Customer" attitude



Contagious

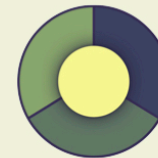
WHY THINGS CATCH ON



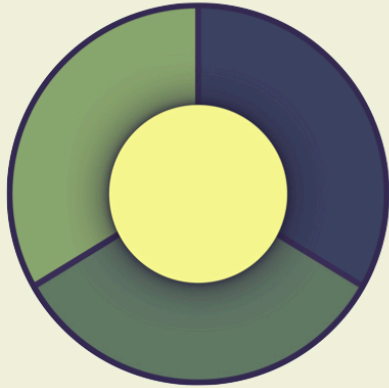
JONAH BERGER

"Jonah Berger knows more about what makes information 'go viral' than anyone in the world." — DANIEL GILBERT, Harvard College Professor of Psychology and author of *Stumbling on Happiness*

Read by Keith Nobbs

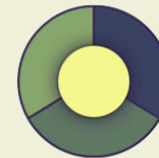


Corporate Sponsored Coaching
www.corporatecoach.training



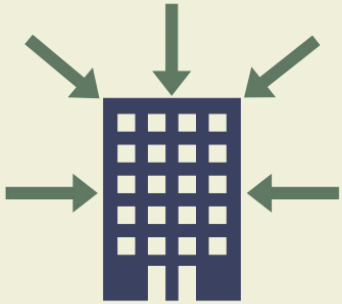
Networking and Connection

Internal Networking

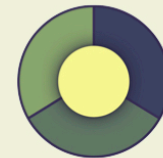


Corporate Sponsored Coaching
www.corporatecoach.training

Why Coach Internal Networking?

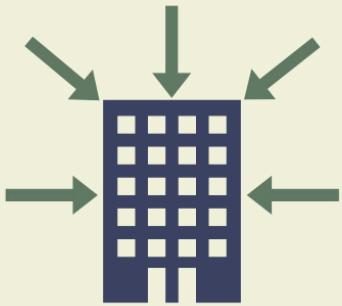


- The client: 360 feedback, manager feedback, personal desire to connect
- You as Coach: You recognize a pattern of the client being passed over for opportunities.

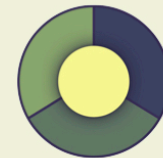


Corporate Sponsored Coaching
www.corporatecoach.training

Internal Networking Considerations

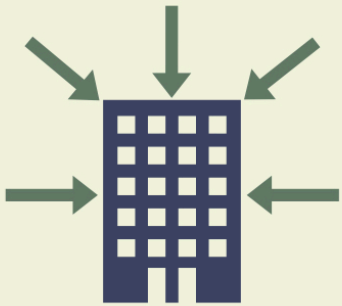


1. Baby Steps!
2. Challenge to find the Right Size Actions

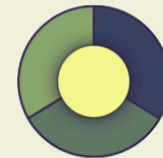


Corporate Sponsored Coaching
www.corporatecoach.training

Internal Networking Considerations

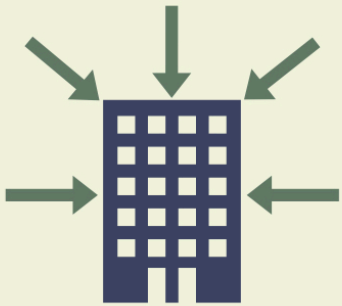


1. Baby Steps!
2. Challenge to find the Right Size Actions
3. Challenge the Just-Do-It attitude

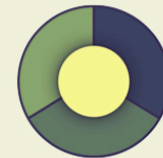


Corporate Sponsored Coaching
www.corporatecoach.training

Internal Networking Considerations



1. Baby Steps!
2. Challenge to find the Right Size Actions
3. Challenge the Just-Do-It attitude
4. Cultivate learning around small progress



Corporate Sponsored Coaching
www.corporatecoach.training