

# The KICK S.T.A.R.T. Relationship Connector™

The pressure-free way for meeting and mingling, to create exceptional relationships with clients and contacts

- ✓ Do you go to networking events and think to yourself "why am I here?" (or even "I am a Solicitor not a Marketeer, get me out of here!")
- ✓ Do you have a strategy for networking or are just grateful for any invitation that comes your way to get you out of the office?
- ✓ Do you cringe at having to make small talk?
- ✓ Do you leave with lots of business cards but still struggle to connect after these events?

## COURSE DETAILS:

*Date:* 6th October 2017

*Location:* Thorpe Park Hotel and Spa, 1150 Century Way, LS15 8ZB

*Times:* 10.00 - 16.30 (Registration 9.30)

*Cost:* £250 including lunch and refreshments.

*Presenter:* Ann Page

This course fulfils the SRA Statement of Solicitor Competence sections: A Ethics, Professionalism and Judgement - A1- A5. B Technical Legal Practice - B1, B3, B5, B6. C Working with Other People - C1, C2, C3. D Managing Themselves and their own Workload - D1 and D3.

## What the Programme Covers:



### STRATEGY

How to identify the 'right' networking groups and events that maximise your time and align with your business goals.



### TALK

Talk to attendees in a way that is interesting and positions you as a **trusted expert** that people want to do business with



### ACTION

Looking, listening and linking (including understanding body language and recognising opportunities)



### RAPPORT

Rapport skills and self-confidence so that you can connect easily



### TOOLS

Tools and tips for when conversations don't go to plan so that you can extract yourself easily



### PLUS

A strategic networking plan

