Networking
Making Meaningful Relationships
What we mean
Networking

Importance
Listening
60%
25%
Listening for Understanding

Listening to Reply

cc: johnnybelmont - https://www.flickr.com/photos/19717087@N05
Images of You
Super Power
Super Power
Brilliant Mirror

cc: Matthew Fassnacht · https://unsplash.com/@mfassphotos?utm_source=haikudeck&utm_medium=referral&utm_campaign=api-credit
Super Power
Collaborative Meaning
Wisdom Next Door
Learn
Your Real Title
Communication

• 10% What We Say
• 30% Our Sounds
• 60% Body Language
Exercise

• Ears, Eyes, Empathy
Listening Buddies
Become a Connector
Food & Drink
Sensory Intro
Where to Start?
• Lowell Aplebaum, CAE
• Vistacova.com
• www.linkedin.com/in/lowellaplbaum
• @lowellmatthew