



# Networking

Making Meaningful Relationships




# What we mean

# Networking

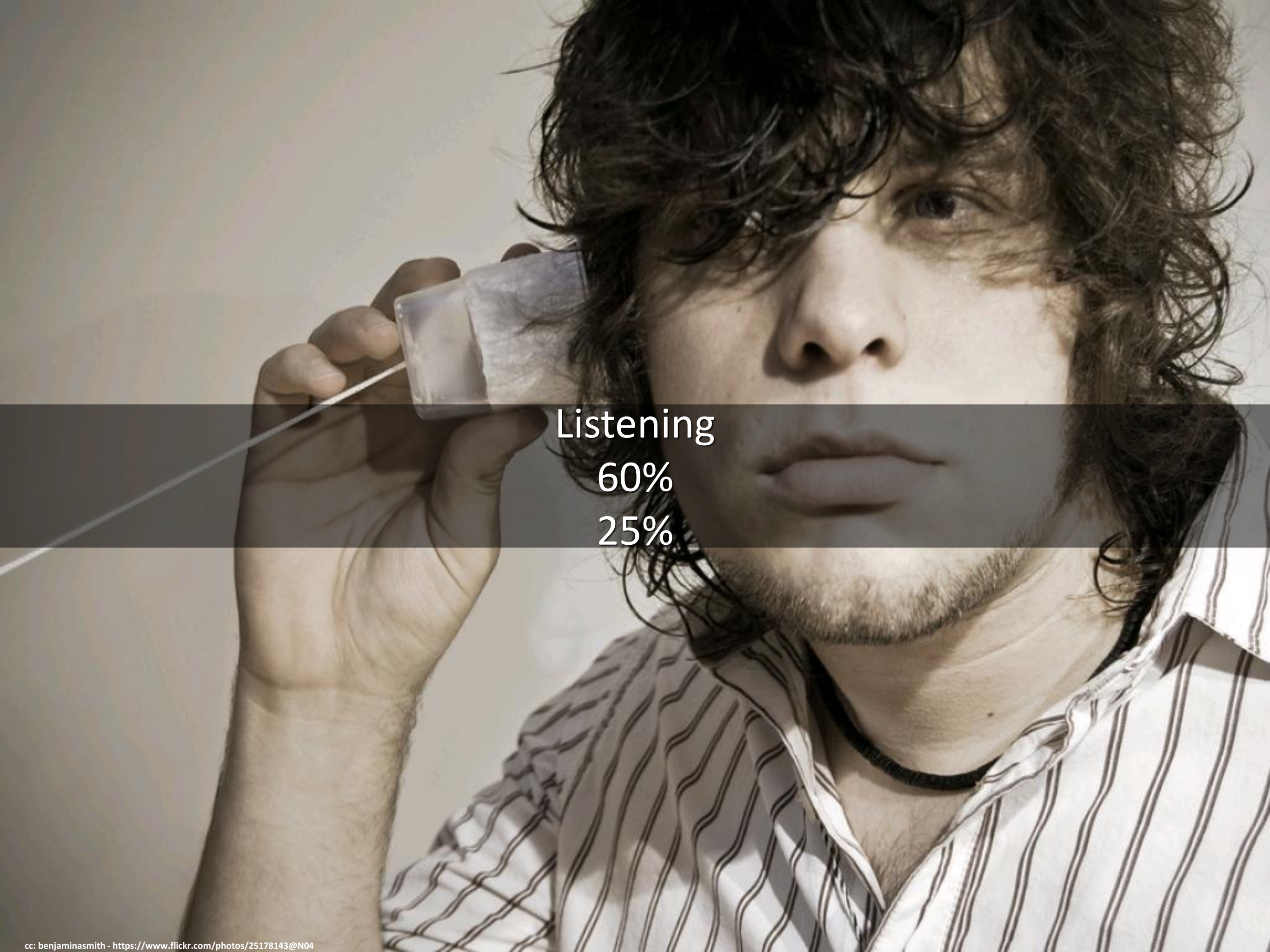


Importance





Listening  
60%



Listening  
60%  
25%

# Listening for Understanding



Listening to Reply

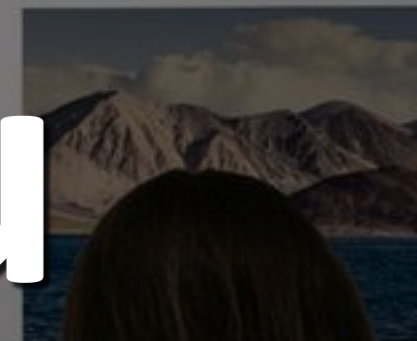
# Name Tag



# Ask Me



# Images of You



A collection of action figures from various franchises is displayed against a dark background. The figures include Captain America, a pirate character (likely Jack Sparrow), Buzz Lightyear, and a character from Star Wars (likely Padmé Amidala). The figures are arranged in a row, and their reflections are visible on the surface they are standing on. The text "Super Power" is overlaid in the center of the image in a large, white, sans-serif font.

# Super Power



# Super Power

# Brilliant Mirror



A close-up photograph of a hop plant. The image shows several bright green hop cones (strobiles) hanging from a vine. The leaves are large, green, and have a serrated edge. The background is a soft-focus green, suggesting a hop field. A semi-transparent dark horizontal band is overlaid across the middle of the image, containing the text.

# Hops Taster

A photograph of three children sitting at a table in a dining area. The child on the left is a girl with blonde hair in a purple leotard with 'Label' written on it and blue shorts. The child in the middle is a boy with brown hair in a blue t-shirt with 'WINTER IN A LITTLE DAY' printed on it. The child on the right is a girl with blonde hair in a pink leotard with 'Winter' written on it and purple shorts. They are all smiling at the camera. The background shows other children at tables, an American flag on the wall, and a window with a view of an outdoor area. A semi-transparent dark grey bar is overlaid across the middle of the image, containing the text 'Abba First' in large white font.

# Abba First



# Super Power



A black and white photograph of a hand holding a pencil, writing on a piece of paper. The paper has some faint sketches on it. The image is overlaid with a semi-transparent dark grey horizontal band containing the text 'Collaborative Meaning' in white, bold, sans-serif font.

# Collaborative Meaning

An open book with two seashells on top, symbolizing wisdom. The book is open, showing the pages and the spine. The seashells are light-colored and have a smooth, curved shape. The background is dark, making the book and shells stand out.

**Wisdom Next Door**

A young child with dark hair and eyes, wearing a bright green sweater, is looking through a dense thicket of bamboo stalks. The child's hands are visible, holding onto some of the stalks. The background is a warm, golden-brown color, suggesting a natural outdoor setting. The word "Learn" is overlaid in large white letters with a black outline across the center of the image.

# Learn



# Your Real Title

# Communication



- 10% What We Say
- 30% Our Sounds
- 60% Body Language

# Exercise

- Ears, Eyes, Empathy

# Listening Buddies



A person is seen from behind, standing in a vast, open field. Their arms are raised high in the air, fists clenched, in a gesture of triumph or celebration. They are wearing a blue, short-sleeved shirt with a subtle pattern. The background features a line of trees and distant mountains under a bright, slightly hazy sky. A dark grey horizontal band is superimposed over the middle of the image, containing the text.

# Become a Connector



# Food & Drink



# Sensory Intro

A long, straight asphalt road with a double yellow line in the center, stretching towards mountains in the distance. The road is flanked by green fields and utility poles. The sky is overcast.

# Where to Start?

Thank  
you!

- Lowell Aplebaum, CAE
- Vistacova.com
- [www.linkedin.com/in/lowellaplebaum](http://www.linkedin.com/in/lowellaplebaum)
- @lowellmatthew