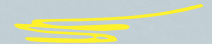


# BUSINESS ETIQUETTE & NETWORKING FOR SUCCESS

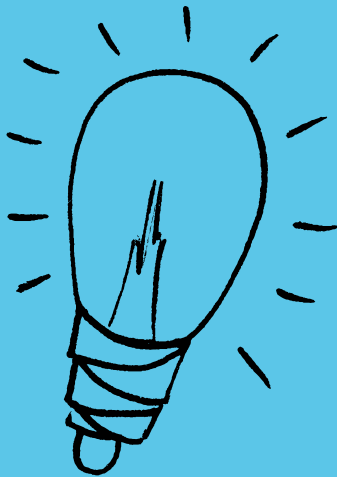
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THE FIJI INSTITUTE OF  
ACCOUNTANTS



Presented by Joanne Stewart

19 February 2019

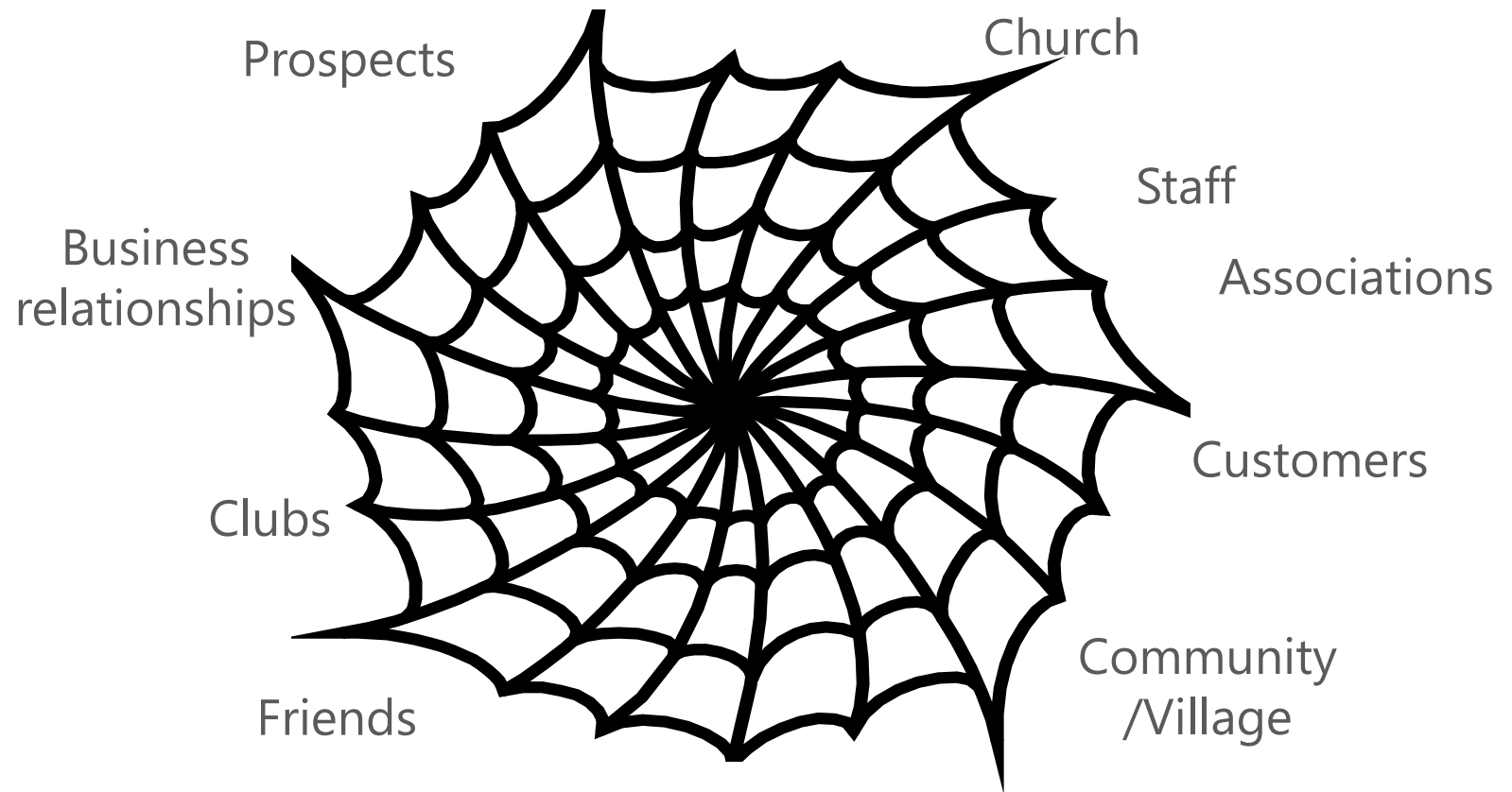


## WHY NETWORK?



- ✍ Word of mouth is 9 x effective as media advertising
- ✍ Even more effective than independent third party reviews
- ✍ More powerful than the person's own attitude towards a product/service

# THE WEB OF RELATIONSHIPS



# INTROVERT VS EXTROVERT!





# ETIQUETTE



# WE ARE ALL HUMAN



55%



38%



7%



# HANDSHAKE

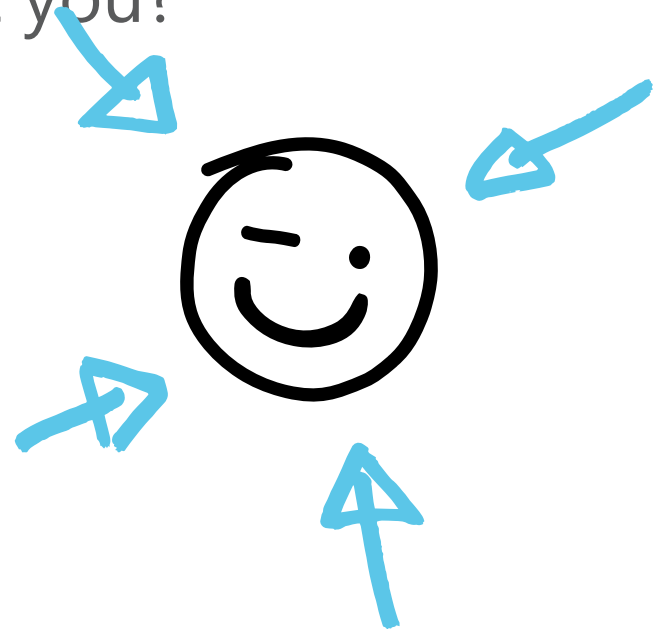


# INTRODUCTIONS

 Who you are

 Your business

 Something interesting about you?





# NETWORKING TIPS



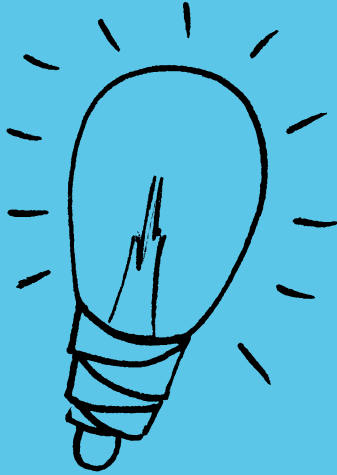
# ETIQUETTE AT THE EVENT - WHO DO YOU TALK TO?



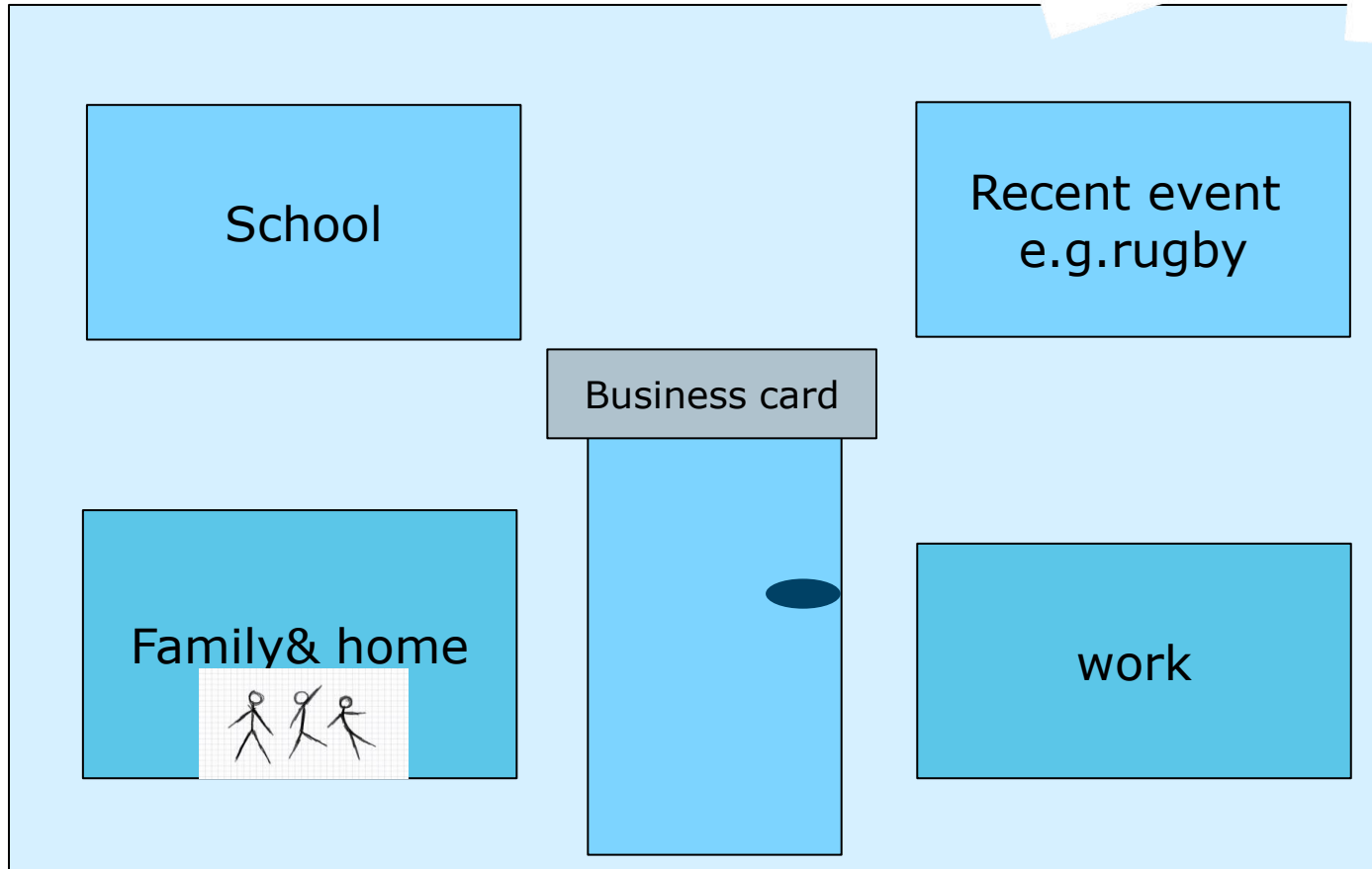


# NETWORKING FOR SUCCESS

## *THE CONVERSATION*



# DRAW YOUR CONVERSATION





# PUT IT ALL TOGETHER

## Conversation starters

- ✍ You
- ✍ Them
- ✍ The situation

## Keep it going

- ✍ Open ended questions
- ✍ Bridges - linking

## Listen

- ✍ Active listening
- ✍ Encourage
- ✍ Eye contact
- ✍ Lean in!
- ✍ Don't interrupt or finish the sentence!



***The best "conversationalists" are the ones who talk the least and ask the most questions.***

# PRACTICE TIME

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# THANK YOU

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Joanne Stewart

