

## BE A MORE CONFIDENT NETWORKER

Presented by Gayle Hallgren-Rezac and Judy Thomson, CPA, CA

Co-authors of *WORK THE POND!* [www.shepalearning.com](http://www.shepalearning.com)

1.5 hour Zoom presentation on November 29, 2021 from 11:00 AM to 12:30 PM

### OVERVIEW

Most people don't think they have the time to build their network. They'll often say, "*I'll build one, when I need one.*" Unfortunately, by then it's too late. You need to start building your network *before* you need one. And these high-trust relationships take time to develop.

But what if you don't like networking? For many people networking feels uncomfortable, pushy and 'selley'. Shepa Learning's philosophy of *Positive Networking*<sup>®</sup> changes the way people approach networking.

Networking isn't rocket science. You don't have to be a natural at it, nor do *only* extroverts succeed at networking. Gayle Hallgren-Rezac and Judy Thomson, two of Canada's top networking experts, have a proven track record teaching the 'how tos' of networking. And, for the past decade, they have been sharing this knowledge with multidisciplinary university undergraduates, graduates, and post-doctoral fellow researchers.

Here is what you will learn in this session:

### 5 KEY TAKEAWAYS FROM THIS SESSION

#### 1. ***Networking is easy with a philosophy of Positive Networking***<sup>®</sup>

- A reminder that most people have anxiety when it comes to networking, so if you feel this way you are perfectly normal.
- Provide the 'secret' to more confident networking—ii is 'not about you but discovering what you can do for others'.
- The benefits of this approach, and how it is particularly helpful for introverts.
  - We will provide face-to-face and remote networking examples of being a Positive Networker.

#### 2. ***Why you need a network***

- Develop an improved attitude and awareness of why networking is so important in your work and career.
- Understand the concept of one, two, and three-degree connections.

#### 3. ***Top networking challenges solved***

- These include approaching someone new, making small talk, continuing the conversation, talking with someone more senior, following up, etc.

#### 4. **Best tips for networking in the virtual world**

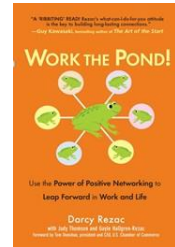
- Ideas that everyone can start using right away to build and maintain their network virtually including LinkedIn, Twitter, and connecting more effectively when video conferencing.

#### 5. **How to make networking a habit**

- People are busy and find it hard to make the time for networking. The session ends with an important habit to start doing right now!

### ABOUT YOUR PRESENTERS

**Gayle Hallgren-Rezac and Judy Thomson** are co-authors of *WORK THE POND! Use the Power of Positive Networking to Leap Forward in Work and Life* which they wrote with **Darcy Rezac**, managing director emeritus of The Greater Vancouver Board of Trade. This best-selling book has been called the "connectors handbook" by *Town & Country* magazine. It has been translated and published in China, Russia, and Korea.



#### **GAYLE HALLGREN-REZAC**

Gayle is a writer, speaker, and innovative marketer who co-founded one of Canada's unique entrepreneurial ventures, *Cookies by George*. She is a recipient of the *YWCA Women of Distinction* award and has spent over two decades observing and writing on networking around the world and is an expert on the "art of conversation." She has attended the World Economic Forum in Davos, Switzerland over eleven times and is a member of the elite *Davos Circle*, where networking happens at the highest level.



#### **JUDY THOMSON, CPA, CA**

Judy Thomson is a chartered professional accountant who has held executive positions in human resources and administration with global companies in Canada and Asia and was also part of the start-up management team of the world-famous Rocky Mountaineer Railtours. An advocate for women in business, she spent six years as the vice-chair of the Greater Vancouver Board of Trade's *Women's Leadership Circle* advisory council and eight years as a director of the BC Women's Enterprise Centre. She also has ten years of corporate director experience in the public sector.

*"Gayle Hallgren-Rezac and Judy Thomson have a special way of connecting with their audiences."*

*"I love the interaction between the two of you."*

*"Having two people makes it so much more interesting, time flies."*

Learn more at: <https://shepalearning.com/>