

3 Easy Ways to Register!

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Maryland Works, Inc.

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Learn the 8 Competencies of Networking for Job Development

Tuesday, April 4, 2017

9:30 am – 3:30 pm

Registration begins at 9:00 am

Have you ever been told, “Just go out there and network,” but then wonder, “How can I be most effective?” Or, perhaps you are trying to find employment for your job seeker and need to make connections, yet networking is uncomfortable and less productive than you’d like.

To serve your clients effectively, first it is important that you feel comfortable while networking. There are strategies you can learn and follow to do just that – in fact, there are 8 networking competencies.

In this interactive and entertaining **in-depth** session, you will learn the “how to’s” of networking to help you create, cultivate, and capitalize on business relationships. Using the Contacts Count 8 Networking Competencies ©, you will practice simple strategies you can use immediately to:

- Clarify your attitudes toward networking, defining what it is and is not
- Learn why you network and what your goals are
- Determine who is in your network
- Understand the 6 stages of relationships; learn how to develop each stage and follow through
- Increase your social acumen including remembering names, joining groups of people already talking and exiting tactfully
- Answer “What do you do?” in a way that makes your expertise visible and memorable
- Decide if membership in specific organizations meets your needs and find out where to network
- Ask questions designed to learn about others and develop relationships

Networking is the professional competency that can move your career forward. Please join us to learn how the **8 Competencies** can help you do your job more effectively and assist your clients to find employment.

Training Facilitator: **Vern Schellenger** is an accomplished HR professional with more than 25 years of experience in talent management, learning & development and career management. He is currently a principal consultant with Contacts Count. Vern has held senior leadership positions as a HR generalist, the head of a corporate university, and as a career management consultant and coach. Vern earned his Masters Degree in Leadership and Organizational Change at George Washington University. He is a member of the Association for Talent Development and currently serves on the Board of Directors for the SWFL chapter of ATD.

Registration form →

Learn the 8 Competencies of Networking for Job Development 04/04/17

Name _____ Title _____

Organization _____ Email _____

Address _____ City _____ State _____ Zip _____

Phone ____/____/____ Fax ____/____/____

<p>___ Member @ \$75.00 (\$70.00 for each additional attendee from the same agency)</p> <p>___ Non-Member @ 100.00</p>
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Method of payment ___ Visa ___ Mastercard ___ Check enclosed (payable to Maryland Works, Inc)

Card number _____ Exp _____ CSC Code _____ (3 digit code on back of CC)

Name as it appears on the card _____

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ADA Accommodations (please specify) _____ **Deadline for special needs is two weeks prior to program date**

48 Hour Noticed Required for Refund