

Networking, sponsorship and personal branding are life skills we are expected to know, yet never formally learn. Networking Mastery is the first program to empower professionals with actionable systems and tools to put these essential life skills into action.

Part 1: The Art of Strategic Networking

Objective: Develop the skills to ignite powerful conversations, showcase your value and build thought leadership.

Outcomes: Actionable processes and tools to network, develop compelling elevator pitch and ask powerful questions. Participants craft an inspiring and strategic action plan.

Part 2: Networking Simulation

Objective: Put skills into practice with peers, mentors and senior management.

Outcomes: Participants implement their networking plan and gain live feedback. Experiential way to discover strengths, pitfalls and measure progress.

Part 3: Creating Mentorship Moments

Objective: Learn the skills to maximize strategic everyday mentorship.

Outcomes: Step-by-step process to identify and build influential mentors and sponsors. Participants leverage peer group to achieve career goals, measure success and pay it forward.



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Within one week of Networking Mastery, already as a peer group, we are **sharing best practices, key learnings and supporting each others' growth**.

— Archana, Director of Engineering, Bangalore

95% of participants believe Networking Mastery **adds value to their career development & would recommend it** to their colleagues.



CPP Investments

This leadership training was **extremely valuable** - with **thought-provoking exercises and practical tools** to act on. I'm walking away with a **more strategic way to look at my career** and development. I feel energetic after this training!

— Francisco, Senior Developer, Toronto

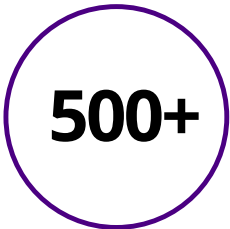
Essential soft skills translated into actionable systems, processes and tools

Walk away with:

- Actionable secrets to career advancement.
- Powerful peer group of champions.
- Inspiration to take action immediately.

ROI is measured for every program - metrics matter so we measure it all.

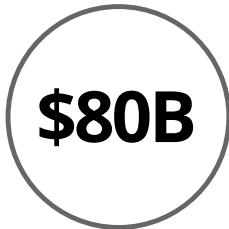
Networking Mastery is being delivered across North America, Asia, Europe and Central America, from Fortune 500 firms to large financial institutions. **Our global breadth in the niched area of networking and sponsorship allows us to bring best practices and stories from across cultures, industries and continents** into every training. Networking Mastery amplifies talent development strategies, ERG initiatives and sponsorship programs.



corporate professionals have completed Networking Mastery



of participants would recommend the training to a colleague



global company nurtures their talent with Networking Mastery

Case Study: Global Tech Firm boosts Diverse Representation

Challenge: An \$80 billion tech company wanted to increase diversity in mid to executive levels.

Action: Multi-year roll out of Networking Mastery for senior women and underrepresented minorities in order to help them boost voice, visibility & sponsorship cross-functionally & globally.

Result: Participants reported an **89% increase in confidence** within 2 days and **98% would recommend** the training to a colleague. Achieved a **12% increase in retention** versus the general population and **5% increase in progression**.*

*Internal HR analytics provided by the client



“I feel **empowered** after Networking Mastery training. I appreciated the practical examples, stories and enthusiastic facilitation. In the several months afterwards, I have been able to **implement the principles and have been inspired by the positive results.**

— Linda, Program Manager, Arizona