

Peter A. Margaritis CPA, CGMA

Helping CPAs Strengthen Their Business Success Skills

Tips and Techniques on Building a Stronger Professional Network

Description:

Networking is one of the most powerful tools accountants can develop, but it takes time, energy and commitment in order to build a strong network. Having a strong network will assist you in launching a new idea or plan, developing new business and clients, reducing costs in recruiting, and leveraging your career.

Objectives:

Following completion of the session, participants will be able to:

- Summarize the five influences of catalytic individuals and recognize the various roles that they contribute in their professional network.
- Distinguish between a clique and entrepreneurial network
- Identify new opportunities in order to create an entrepreneurial network
- Analyze your professional and social networks
- Apply the tools from the workshop in order to increase and strengthen one's professional network.

Highlights:

- In a professional setting, there should not be any strangers, just future opportunities
- Approach every gathering as an opportunity
- Listen with your ears and more importantly, with your eyes
- Identify who is in your network and your future prospects
- Begin thinking about how to develop your entrepreneurial network

Designed For: Accounting, financial, and managerial professionals, at all levels

Recommended CPE Credits: 1 - 2

Prerequisites: None

Course Level: Basic

Field(s) of Study: Specialized Knowledge

Listing by Subject: Business Development, Career Development, Personal Development