

eXtreme Networking + Nate & Dot Consulting = Networking Briefcase



Networking is arguably the most important aspect of professional development because relationships are the most powerful business tools you can harness! It is surprising that so few people network adeptly or using any structured format. Most professionals complain that networking is uncomfortable and inefficient. This no longer needs to be the case for your professionals!

Networking Briefcase now provides your professionals with the tools they need to succeed and prosper through networking. Every time a professional misses a networking opportunity or spends more time at the bar or in the corner with friends, that professional has missed an opportunity for building relationships with clients and contacts and enhancing his/her career.

In order to address the discomforts and inefficiencies many professionals experience and teach imperative networking skills, Nate & Dot Consulting and eXtreme Networking have come together to offer a program tailored to professionals at each career level that provides networking training and the opportunity for practicing networking skills in a comfortable, stress-free and fun environment.



About eXtreme Networking

Since 2003, eXtreme Networking has facilitated hundreds of structured and speed networking events on behalf of hundreds of corporations, associations and chambers of commerce. Existing customers include IBM, the Jewish United Fund and the Chicagoland Chamber of Commerce. The company's patent-pending scheduling algorithm allows individuals to engineer and prioritize who they meet during an on-site networking setting by preferences they provide upon registration.

About Nat & Dot Consulting

Nate & Dot Consulting has numerous years of experience successfully effectuating behavioral change with dozens of organizations and effectively coaching hundreds of individuals. Nate & Dot develops customized, results-oriented packages to meet individual and organizational goals. Our founder practiced as a corporate attorney where she worked with clients to problem solve and achieve their career and even social objectives. She now combines that training with an extensive background in art and photography to teach her clients the necessary foundational skills for developing fruitful and lasting business relationships.



How Does it Work?

Part One

Through a single session or a series of workshops, the briefcase will teach your firm's professionals how to:

- Understand the linear continuum between building a pipeline, “working a room” and ultimately building lasting and authentic business relationships.
- Successfully navigate the different points along that continuum.
- Apply new techniques for negotiating uncomfortable situations.
- Address common discomforts faced by new and experienced businesspeople when they are networking or seeking to develop business.

Part Two

The second part of each workshop will provide participants with the opportunity to participate in a series of five-minute networking sessions where they can put their skills into immediate practice. Each participant is provided a personalized networking itinerary generated from preferences the participants provide ahead of time. During each meeting, we will emphasize the importance of the following networking skills:

- Clearly and succinctly conveying background and professional goals and how they can be advanced.
- Listening and providing meaningful answers and ideas based on what they learned from their counterpart.
- Making follow-up arrangements via a longer meeting or a referral to colleagues who more clearly match their professional criteria.
- Exhibiting poise in all phases of professional communication.

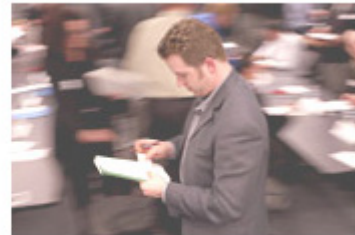
Our proprietary and patent-pending eXtreme software brings your event up to *high speed*:



Turn your event into highly optimized and intelligently matched speed networking.



Physical business cards become obsolete. We gather virtual business cards in advance.



Personalized schedules instruct attendees to stations based on algorithmic relevancy matching.

One Transforming Program & Three Ways to Incorporate Networking Briefcase Within Your Firm

Option One: Kicking Off the Summer

At the beginning of your firm's summer associate program, Networking Briefcase will host a three-hour networking workshop complete with training techniques and the opportunity to practice networking skills in an enjoyable and structured environment. Summer associates will learn the basics in professional networking as well as have an opportunity to meet and professionally interact with students from other schools or professionals in practice groups they might have an interest in joining.

Option Two: Getting to Know Attorneys & Professionals

This program is fantastic both in conjunction with the kick-off program or as a stand-alone program. This program focuses on the networking skills specific to communicating with employers and more senior professionals. It's a wonderful opportunity for interns to learn more about different aspects of an organization and fosters a collegial environment among professionals that allows for more efficient exchange of information and cross-selling opportunities.

Option Three: Strategic Alliances & Potential Clients

The third program offers the opportunity to introduce your professionals to members of the business community who might act as a resource for current clients or as a pipeline for developing new clients. Perhaps your young professionals would benefit from meeting accountants, attorneys, real estate brokers or bankers who might be valuable sources of referrals or resources for current clients. Or maybe your senior professionals wish to use the Networking Briefcase to showcase your firm's professionals and their diverse set of expertise to current and potential clients. For all of these purposes, the Networking Briefcase provides valuable skills and practice pointers in a fun and structured environment.

Want More Information?

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