



Robyn Henderson

Global Networking Specialist

Speaking topics

Robyn is available for customized keynote presentations, half and full day seminars and consulting.

TOPICS INCLUDE:

THE POWER OF NETWORKING

- Getting the face to face & social media mix right
- The do's and don'ts for effective networking
- The psychology of networking — how, why, when and where it works
- Turning business cards into business
- How to continually move out of your comfort zone
- How to enjoy attending networking functions and turn business cards into business

7 KEYS TO FORMING STRATEGIC ALLIANCES

- The do's and don'ts of strategic alliances
- 3 main reasons why formal and informal alliances fail
- How to know what to offer a potential ally
- When to walk away from an alliance
- The ethics of deal making in a global marketplace

BE SEEN, GET KNOWN, MOVE AHEAD

- How to build an online & offline profile in a small or large community
- Become a memorable sphere of influence without being pushy
- The power of recognition and the WOW factor
- The importance of nurturing media contacts
- The difference between success and failure and the importance of persistence



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HOW TO GENERATE ENDLESS REFERRALS

- Soft skills create record profits
- Understanding the universal law of reciprocity
- The difference between a tip, a lead and a referral
- How to effectively maintain a database of prospects and clients
- The power of advocacy and its importance in referral generation

HOW TO GENERATE BUSINESS FROM LINKEDIN

With more than 5500+ connections, Robyn knows how to:

- Continually increase your connections with quality contacts
- Use LinkedIn to build your on-line presence
- Drive more traffic to your website
- Reconnect positively with lapsed clients and contacts
- Become a top influencer within Q&A
- Use the polls activity for research
- Strategically participate in niche groups

OTHER TOPICS INCLUDE:

- Forensic Networking Codes & Systems
- Networking For Career Development
- Unlock the Entrepreneur Within
- Network or Perish
- Profiting from non traditional networking
- How to write non fiction books that sell
- How to build a speaking career from scratch
- Writing for Busy People

Note: All the above can be presented as keynote presentations or half or full day seminars. Consulting is available on the above topics for a minimum of a half day session.



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