

Miriam Ahern

Align Management Solutions

WWW.alignmanagement.net

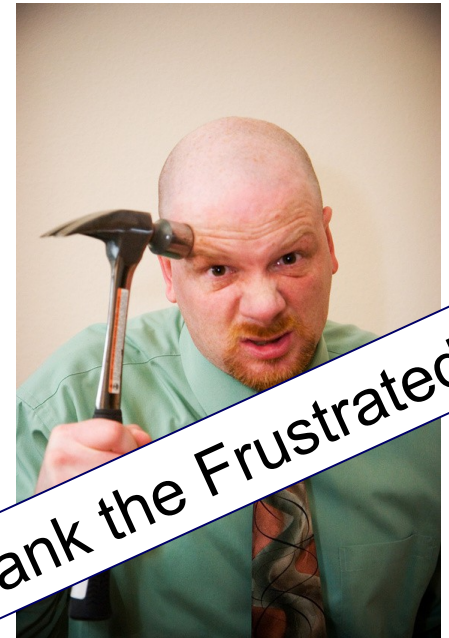
Meet our ideal prospects!



Simon the Stuck!



Lisa the Lost!

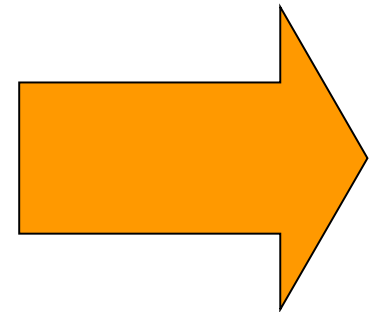


Frank the Frustrated!

How we help them:

Ensuring that everyone who works together, works together

Vision Actions Objectives
Values Mission Employment
Strategy align Networking
Teamwork Goals
Communications MANAGEMENT SOLUTIONS Meetings
Planning Change
Consulting Facilitation
Coaching Training
Mentoring



Developing Your Business Through Networking

- ❑ **Why network?**
- ❑ **Best networking tip – *have a strategy!***
- ❑ **Overcoming your fears**
- ❑ **LINK! network for start-up entrepreneurs**
- ❑ ***A tale of blended networking!***
- ❑ **Recommended reading**

Why Network?

All things being equal, people will do business with, and refer business to, those people they know, like and trust.

Bob Burg



Not convinced?

- ❑ **It's a low-cost activity**
- ❑ **Even if you're a social networking wizard you still have to master f2f networking**
- ❑ **More effective than on-line networking**
- ❑ **You need to get to know people so that they know you!**
- ❑ **The key is repeat encounters**
(relationships + reputation = recommendati



7 Step Networking Strategy

Please email me if you want full article!

- Step # 1** Determine *why* you need to network and set objectives
- Step # 2** Audit your existing networks
- Step # 3** Align your master list to your new networking objectives
- Step # 4** Identify any gaps and remedy them
- Step # 5** Galvanise your existing networks into action
- Step # 6** (Re)educate your contacts
- Step # 7** Encourage your contacts to be your ambassadors and your sales reps!

Overcoming your fears



- ❑ **Introverted? You make the best networkers**
- ❑ **Open-ended questions are your best friend (who? what? where? when? how?)**
- ❑ **Prepare and rehearse**
- ❑ **Be sensitive and sensible**
- ❑ ***How do you break in on a conversation?***
- ❑ ***How so you leave a conversation?***

Dublin City Enterprise Board

LINK! network for start-up businesses



- ❑ It is a membership network
- ❑ Pre-start up to 2 years in business
- ❑ Meets on last Tuesday of the month
- ❑ Special joint events mid-summer and Xmas
- ❑ Network awards
- ❑ Special offers on DCEB events
- ❑ 6.00-8.30pm Clarion Hotel
- ❑ Next event Tuesday 29th September
 - ❑ Topic: PR for Entrepreneurs
 - ❑ Speaker: Rob Hartnett, Hartnett McClure PR
- ❑ You can join DCEB networks online at www.dceb.ie
- ❑ You can come to next event link@dceb.ie

A tale of blended networking!



MiriamAhern

Name Miriam Ahern
Location Ireland
Web <http://www.linkedin...>
Bio Certified Management Consultant: Strategy, Change Mgmt, OD, Communications, People Mgmt. Facilitator, Trainer, Mentor, Coach



FionaAshe

Following

Name Fiona Ashe
Location Ireland
Web <http://www.FionaA...>
Bio Award-winning Film Director soon to direct movie of bestselling book The Go-Giver. Also Communications Consultant specialising in corporate video and PR.



BobBurg

Following

Name Bob Burg
Location Jupiter, Florida
Web <http://www.Burg.com>
Bio Speaker, Bestselling Author (The Go-Giver & Endless Referrals), Loves Animals, Advocate of a Free Market Economy, Avid Reader

9,195 following 9,115 followers

Tweets 2,430

Favorites

Actions

@BerryZimmerman Thank YOU, Berry. What a nice compliment. (BTW, I tried to DM you but it says you're not following me)

half a minute ago from TweetDeck in reply to BerryZimmerman



BobBurg

Following

New blog post, "Abbreviated Series, MDS And Good Gollie Dr. Mollie"
<http://bit.ly/8WvZ6>

2 minutes ago from TweetDeck

@s_hwood Thank you; I hope you enjoy the book!

4 minutes ago from TweetDeck in reply to s_hwood

@ldguymn Dave, that was very kind of you. Much thanks, my friend!

7 minutes ago from TweetDeck in reply to ldguymn

@MiriamAhern Hello to everyone at the Clarion hotel in Dublin tonight. Have a GREAT evening of learning and networking!

8 minutes ago from TweetDeck

Name Bob Burg
Location Jupiter, Florida
Web <http://www.Burg.com>
Bio Speaker, Bestselling Author (The Go-Giver & Endless Referrals), Loves Animals, Advocate of a Free Market Economy, Avid Reader

9,196 following 9,118 followers

Tweets 2,435

Favorites

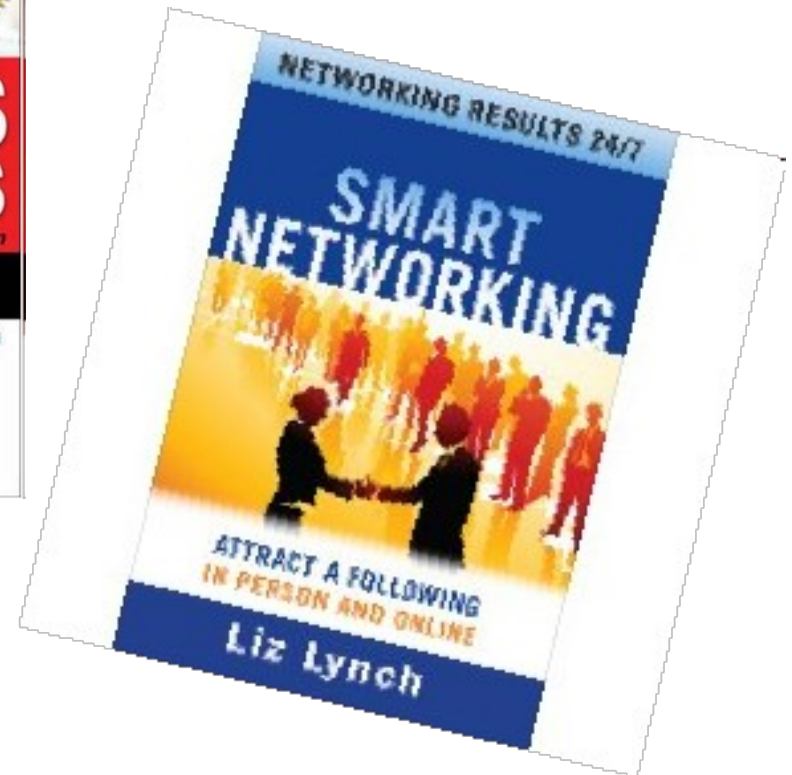
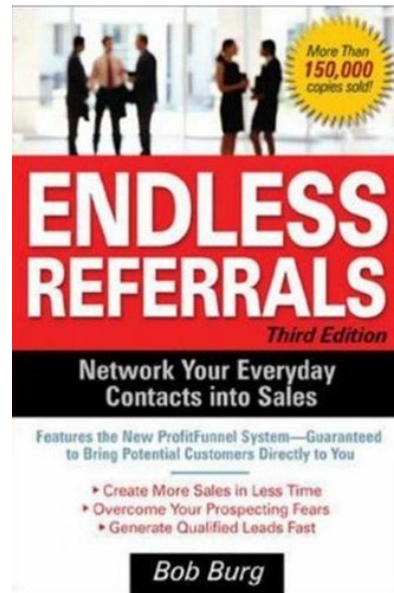
Actions

[message](#) BobBurg
[block](#) BobBurg

Following



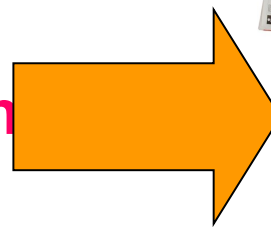
Recommended Reading



Thank you for listening.....

...and don't forget, if you meet Simon, Lisa or Frank on your travels, **please send them to us** and we'll sort them out!

Vision
Values
Actions
Objectives
Strategy
align
MANAGEMENT SOLUTIONS
Planning
Consulting
Coaching
Mentoring
Employment
Networking
Goals
Meetings
Change
Facilitation
Training



align
MANAGEMENT SOLUTIONS