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SPEED NETWORKING

2013 **18th September ~ 6 -9 pm** (venue) anise gallery **LONDON**

6:00 Registration and refreshments **6:30** Welcoming and Introductions **6:45** Tips on Speed Networking **7:00** Speed Networking Session 1 (6 no of 5 minute sessions) + Break **7:45** Speed Networking Session 2 (6 no of 5 minute sessions) + Break **8:30** Speed Networking Session 3 (6 no of 5 minute sessions) **9:00** Home with a smile

Pre-booking required via: [Eventbrite.com](https://www.eventbrite.com): "NAWIC (London & South East) Speed Networking" or email to cristina@ateliereura.com

anise gallery*
atelier EURA



nawic
the national association
of women in construction

SPEED NETWORKING

Supporting notes in advance of the NAWIC London and South East event 18th of September 2013

Speed Networking is a streamlined, person to person professional networking model that will allow attendees to widen their network by making new contacts through focused 5 minute discussions

Benefit:

- Getting to know what other professionals in the industry are doing
- Making new contacts and broaden your career horizons
- Connect with people who might be working in sectors that you are interested in

How it works:

Because of the setting, the Anise Gallery in Shad Thames, we will be surrounded by gorgeous art and we hope that this could be a great ice breaker/ conversation starter.

The participants will be organised in smaller groups of 6 and there will be 5 minutes to speed talking to each other within your group before a break. In order to keep the pace, there will be a sign every five minutes in order to indicate that it is time to change partner.

We have allowed a 15 minute break after each session to re organise groups, reconnect further, refill glasses or any other matters.

There will be some sitting facilities available but we will mainly be moving around the room. (Details will be adjusted to the attendees on arrival, so please do not let this stop you)

Making the most of the experience:

Business cards:

Do bring your business cards (or paper-less alternatives) along. As many you may require.

Nowadays you can exchange numbers, email, and connect on LinkedIn quite easily over the smart phone but the truth is that cards give you the freedom to consider which connections you would like to take forward. It will also allow the recipient of your card to write on it the reason why they took an interest in you and/or your business in the first place.

Another almost forgotten benefit worth noting is that cards can be passed around to 2nd degree connections (friends and colleagues of the card recipient) looking for a person with particular skills.

Elevator pitch:

Prepare in advance your introduction (elevator pitch) in order to focus the discussion without going into too much detail or take too long which would prevent your partner from talking. (Remember that Speed Networking, like traditional networking, is as much about listening as it is about talking)

It should be a minute long and focus on the memory you want to leave behind with your card. You could use the 5Ws technique that journalists use to evaluate their news reporting for example (WHO, WHAT, WHEN, WHERE, WHY) or even use an online Elevator Pitch Builder

There are many resources where you can find inspiration to help you:

The Art of the Elevator Pitch : 10 Great Tips by Read Write ([Link](#))

The Perfect (Elevator) Pitch by Bloomberg Business ([link](#))

Week Crafting an Elevator Pitch by Mind Tools ([link](#))

Further tips:

- Do not force situations, people will notice if you are not comfortable or interested
- Consider ways to make you stand out and be remembered
- Find common points of interest and build up on those
- Humour and anecdotes make you memorable and help breaking the ice
- Do make a note on each card to remind you a quality of the person you have met
- Do follow up the next day