

Dear Colleague:

C-Suite leaders call for “More collaboration!” Engagement scores are worsening. Employees are feeling less connected.

Too often [connecting, conversing, and collaborating](#) are overlooked and underestimated professional competencies. How can you help your Unconnected Employees build essential business relationships, inside and outside your organization? Give your employees – and your outcomes – a boost. [Send them to our October 14 webinar.](#)

[The Well-Connected Employee:  
8 Networking Competencies That Lead to Organizational &  
Career Success \(Screen-to-Screen and Face-to-Face\)](#)

**Wednesday, October 14, 2020    10:00 -12:45 p.m. ET**  
**Facilitator: Lynne Waymon, CEO of Contacts Count LLC**

It's interactive . . . via Zoom

**These [skills](#) ensure your employees will**

- Experience more engagement and connection even while working remotely
- Get off to a faster start as new hires
- Build relationships that uncork bureaucratic bottlenecks
- Develop trust and likeability - so crucial to their success as managers
- Make better informed decisions by staying in touch with stakeholders
- Know how to make their expertise known so it can be used

**What your employees will learn? How to:**

- Develop a positive and robust view of yourself in the roles you play in the lives of other people
- Know what to do and say to advance through the 6 Stages of Trust-Building in any relationship

- Figure out a good next step to take when you want more relationship
- See how Trust is broken . . . and how to restore it
- Apply the tools and behaviors that increase the likelihood of likeability
- Assess your internal network using 12 key questions
- Capitalize fully on your 4 Nets: WorkNet, OrgNet, ProNet, and LifeNet
- Create KeyNets to get projects done or solve problems
- Remember names - - and teach them yours (and what to do if you forget a name)
- Answer "What do you do?" in ways that shows your character and competence and start a strategic conversation
- Steer small talk to uncover resources and opportunities
- Know the right people to help you get your ideas and initiatives through the system
- Ask good questions that engage and reveal chances to collaborate
- Teach people how to use your expertise, what to count on you for
- Build a network that's diverse (age, gender, function, rank, geography, culture, etc.)
- Know what to do and say in a variety of professional situations
- End conversations with the future in mind

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**Lynne Waymon** is an expert at appealing to different learning styles and delights in keeping you engaged with short lecturettes, self-assessments, written exercises, chat room discussions, examples, Q & A, and small group work via Zoom. Includes a 10-minute break.

Lynne Waymon is internationally known, an expert on networking and building business relationships. In keynotes and training programs she gives corporate, government, association, mid-sized businesses, and university clients practical strategies for networking, collaborating, and alliance building. Her strategies, in print and in person, on how to

become the natural and only choice when opportunity arises, are recognized as state-of-the-art.

**Lynne's eighth book**, co-authored with 3 partners, is a hardback: [\*Strategic Connections: The New Face of Networking in a Collaborative World\*](#). (Harper Collins Leadership). She's also the co-author of [The Networking Competency Assessment](#), an online test that measures skill in [The 8 Networking Competencies](#).

### **Some Recent clients**

. . . Bristol-Myers Squibb, KPMG, Heery International, U.S. Cellular, PricewaterhouseCoopers, eBay, Corning, KPMG, Booz-Allen, Verizon, Care Kinesis, Corning, Lockheed Martin, Raytheon, VSE Corporation, Tri-State Women Entrepreneur's Expo, and numerous associations such as The National Association of Home Builders, the Society of Women Engineers, the Consumer Electronics Association, the American Institute of Architects, and the National Business Incubation Association. Government clients include 2 intelligence agencies, U.S. Departments of State, Health & Human Services, NASA, Commerce, the Navy, and NIH.

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Our research reveals that only 20% of us are “natural networkers,” and even we “gift-of-gabbers” have a thing or two to learn about how to [connect, converse, and collaborate](#).

Your leaders now expect you to use your network to impact the wider organization and contribute to initiatives beyond your actual job duties. Based on the best-selling book, [Strategic Connections](#), this webinar shows how to make your skills and talents more visible, build collaborative relationships across the white space on the organization chart, promote your initiatives and projects, and connect with people at

conferences and meetings, whether you are screen-to-screen or face-to-face.

**Watch:** 3.21-minute video

["6 Ways Unconnected Employees Hurt Your Business"](#)

[\*\*Contacts Count LLC\*\*](#) is partnering with  
[\*\*Career Partners International – Austin\*\*](#)  
to offer this interactive webinar.

[Register: Wednesday, October 14th at 10:00 - 12:45am ET](#)