



**Hi, this paper is about 'you' and your networking! I've sent it to you because I care a lot about you and want to see you succeed.**

You see, I know that in order for your networking to be really effective and 'results-oriented,' there's a need to focus on **'who' you are going to meet when you attend a networking event**—and, what to do with what you learn after that event is over. Those you meet are called 'Contacts' for a reason. You don't really know each other very well yet, but you have made contact—whether on-line or face-to-face.

I'm Bob Arnold, The Networking Mentor. I've created a unique program called **The Networking Extravaganza** that places networkers on the path of effectiveness. For many years I was stuck in a mode where I thought networking was working for me, but deep down inside knew it wasn't. That may be true for you or your employees, agents, or even customers. That's all changed for me now!

I found, through many years of business, that there is a great need for effective networking that engages businesses and people. My own networking has taken a drastic turn in the last several years as I've found **the 'Real' way that networking connections work** for us as networkers. My book,

### ***The Uncanny Power of the Networking Pencil***

*The Natural, No-Anxiety Way to Spot Results-Oriented Networking Partners—Fast!*

serves to bring the message home in a way where everyone can understand, through my networking failures, examples, and from others who have joined in the journey with me.

The main objective here is to create 'Performance Halls' where networkers can shine—in other words an atmosphere where their audience wants to hear what they have to say/do and where their message produces results. To this end, I desire to see businesses grow through networking in ways they have not experienced for years—or maybe 'never.'

For too long, networking has just been seen as technique driven and laden with anxiety. I believe that in order to have the effectiveness you desire from networking, it needs to be more than that—it needs to be a part of your mindset, a way of thinking without having to think about

**SIMPLE BUT POWERFUL!** →

how to do every part of it. A great part of networking is naturally intuitive for humans & we need to understand how that all works. Proper techniques and social graces are still very important, but is not what drives effective networking—it helps to support it.

To this end, I've developed this 3-part program called the ***Networking Extravaganza*** where 20-30 business people meet for 3 sessions, 6 hours each over the course of 4 weeks (the sessions are 2 weeks apart). **The sessions are 'Designed for you'...**

- ...to learn quickly what your priorities are as you network,
- ... to easily implement networking in natural and no-anxiety ways,
- ...to find that reaching your goals brings prosperity and growth to your business and you as a person!

This paper has been sent to you because **there's a very special way you can personally capitalize on this event**—turn the page to find out how!

If you're anything like I was, you have found that much of your networking efforts go unanswered as far as being productive. I know you **don't attend a networking event with the 'intention of being unproductive'** so this extravaganza has been put together for you and others in your company to become more productive and effective in your networking efforts.

## **What is a Networking Extravaganza?**

You'll see [my book](#) subtitle contains the phrase ***"...Results-Oriented Networking Partners..."*** This is intentional! So many of us go to networking events, collect cards, meet people, and then don't follow up with the contacts we make, or even the ones we already have in our contact list. One of the strongest needs in the networking world is to know 'how' to think of and use our contacts for their and your good.

**The Networking Extravaganza is designed to tackle that issue with:**

- Growth strategies built right into its format (this is not just talk),
- Challenges to your current thinking that will take the 'dirty word' out of real change,
- **A new 'results-oriented' networking outlook and routine** that is gleaned through interaction, discussions and, exercises only available in this room, and
- Face-to-face interaction that you've craved, but couldn't find at more typical networking events.

**These create the 'Performance Hall' environment where you shine** and are the best ways I know of to help business people learn and implement truly effective networking contact results.

**After all—don't you desire a network that generates results?**

## **So, where do you come in?**

**You can be an integral part of the environment where growth and success is fostered & create business/clients out of it!**

At the request of local businesses, I'm setting up the next round of Networking Extravaganza's right here locally and have 3 businesses that that are each hosting one of the

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three sessions at their place of business (or location of their choice).

I'd love for you to join with me at this event where you will have ample time to network and strategize how to work closer together and bring business/contacts to each other. Here are some particulars:

**Benefits of being at the Event:**

1. Each Extravaganza has 3 session days (5 hours of sessions/lunch & 1 hour of networking = 6 hrs)
  - a. The 2<sup>nd</sup> session (which is the one I'll be covering) will also include an open networking event after the session day, which is an opportunity to have more outside businesses in the room for you to meet.
2. You'll solve one of business' toughest challenges—Getting Prospects listening and working with you on ideas that can transform your and everyone's business in the room!  
You'll have 20-30 business people (networkers) in the room with you for most of three days,
  - a. And, there will be ample time to collaborate on ideas as I've mentioned above.
3. **You'll create a captive audience of interested networkers** who will engage with you during the Extravaganza to talk with you about your business,
  - a. These networkers will have your success top-of-mind due to the content they & you are learning together.
4. With you, and possibly your key staff, in the room you will be able to connect with these networkers and start relationships that could lead to increased sales for you.
5. The best part is that all of this is **available to you for only \$387 as an Early Bird price**, that's a full 23% savings from the at the door price of \$497. **Fill out the [attached FORM for the N Canton event](#) today and secure your spot in the room.**
  - a. Remember that is for 18+ hours of time in the room with great networking strategies laid out and resources right in the room for you to collaborate with.

Let me know if you're interested & we can discuss the particulars and benefits together.

ONward,



**ONward** Networking

The 'Results-Oriented' Networking Mentor

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Check out "[Bob's Pencil Points](http://onwardnetworking.com)" blog at: <http://onwardnetworking.com> &

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