

Networking: Even Accountants Can Mingle

Networking is one of the most powerful tools accountants can develop, but it takes time, energy and commitment in order to build a strong network. Having a strong network will assist you in launching a new idea or plan, developing new business and clients, reducing costs in recruiting, and leveraging your career.

OBJECTIVES

Upon completion of this course, participants will be able to:

- Recognize the five influences of catalytic individuals and recognize the various roles that they contribute in their professional network
- Know the difference between a clique and an entrepreneurial network
- Identify new opportunities in order to create an entrepreneurial network
- Be able to analyze personal professional and social networks
- Know how to apply the tools from the workshop to increase and strengthen one's professional network

HIGHLIGHTS

- Approach every gathering as an opportunity
- Listen with your ears and more importantly, with your eyes
- Identify who is in your network and your future prospects
- Begin thinking about how to develop your entrepreneurial network

DESIGNED FOR

Accounting, financial, and managerial professionals, at all levels



RECOMMENDED CPE:

2

PREREQUISITE:

None

EVENT ID:

NETMING

COURSE LEVEL:

Basic

FIELD OF STUDY:

Personal Development

BLI CURRICULUM:

Communications Skills

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VENDOR:

Business Learning Institute, Inc.



For information regarding on-site training, email aicpalearning@aicpa.org, call **800.634.6780 (Option 1)**, or visit aicpalearning.org.