

ADAPTING RELATIONSHIP-BUILDING FOR THE VIRTUAL WORLD

Michael Hughes, Networking Guru, Founder
and CEO of Networking for Results

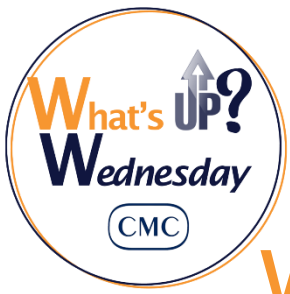
January 11, 2023 12:30 p.m. ET



A HIGHER LEVEL of
management consulting
ONTARIO



Un NIVEAU SUPÉRIEUR
de conseil en management
ONTARIO



WHAT'S UP NEXT

The 2nd Wednesday of the month
12:30pm eastern

- ❑ Feb 8 – Data Science for Consultants with Ron Schwartz
- ❑ March 8 – Women of Consulting with Jennifer Smith
- ❑ CMC Ontario Annual Member Awards Celebration (In-Person Events)
 - ❑ GTA Celebration & Awards Night – [Thursday, January 19, 2023](#)
 - ❑ EOC Celebration & Awards Night – [Thursday, January 26, 2023](#)
- ❑ Feb 28 – Converge Networking, featuring John Gelder and Joyce Basse

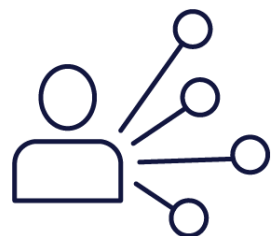


WHY JOIN?

MEMBERSHIP CONNECTS YOU



CONSULTANTS



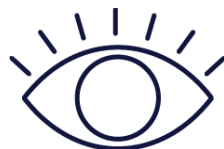
NETWORK



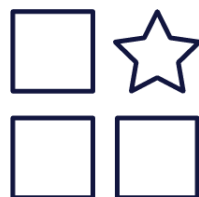
RESOURCES



CERTIFICATION



VISIBILITY



DIFFERENTIATE





CMC-Canada Renewal

Keep your membership active!

CMC-Canada values you as a member and we hope you will continue your participation with the association.

Check out the whole process

[How-To Renew Video](#)



Member access to benefits, including:

International certification , Advocacy, TN Visa & Affinity

Continuing
Professional
Development

CPD – Need to submit?

Simply have your total CPD hours handy and enter into the "CPD 2022" field, easy.



How to Participate

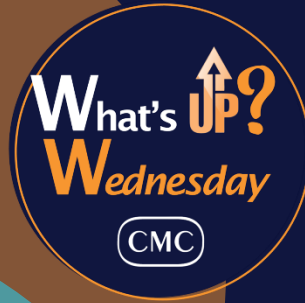
- Participant controls in the lower left corner of the Zoom screen
- You will be muted for this call, for portions of this call we may unmute.
- To ask a question – Type the question into the chat tool or raise your hand to ask a question directly.
- We kindly ask that you turn your Video on if you are able to. We want to see your smiling faces!
- This session will be recorded
- A copy of the presentation will be available after the event.



ABOUT OUR PRESENTER

Michael Hughes

- ❑ North America's Networking Guru
- ❑ Chief Executive Officer at Networking for Results
- ❑ International networking and relationship-management expert
- ❑ 23-year corporate career





ADAPTING RELATIONSHIP-BUILDING FOR THE VIRTUAL WORLD

Leveraging technology to build powerful, productive and profitable relationships.







Networking 3.0 - New Paradigm

- Benefits of a virtual world.
- Technology as a relationship-building resource.
- Face-to-face as AN option as opposed to THE option.

***Success, in business and in life,
is all about relationships.***

Networking

The intentional process of
creating & developing relationships from
initial contact to ultimate outcome

The Relationship Factor

- Foundation of the human condition
- Process vs activity
- Skill-based

Relationship Drivers

Trust

Value

Contribution

Context

Communication Conundrum

- Types
- Constraints
- Objective

Networking in a Brave New World

- Face-to-face
- Email
- Social networks
- Video conferencing

1. Face-to-Face

- Same, but different
- Energy of human contact
- Psychological hiccups

2. Email Communication

- Objective
- Quality
- Context
- Relationship-focused

Online Communication Basics

- Spelling, grammar, punctuation
- Sentence structure
- Bias for brevity
- Human-ized

Words Matter

Share, contribute, support, help, add, invest,
give, value, trust, serve, assist, privilege, aid,
participate, love, provide, deliver, supply, guide,
sustain, opportunity, advantage, benefit,
provide, present, aid, offer

POLL

Rate your online communication skill level

- ☐ HIGH – it's now one of my primary relationship-building skills.
- ☐ MODERATE – I use it to enhance my relationship-building, but not enough.
- ☐ LOW – I use online communication mostly to share info.
- ☐ I hadn't thought about this.



3. Maximizing Online Networks for Fun & Profit

- Clarity
- Courage
- Create engagement
- Commitment
- Collaboration

4. Video Conference Communication

- Be there
- Be reachable
- Be brave
- Be collaborative

Virtual Marketing Plan

- Expand your perspective of face-to-face networking.
- Increase your email/social network communication skills.
- Implement a social network strategy.
- Leverage the virtual meeting environment.
- Use a structure to manage and maximize relationships.

Online Network Business–Building eBook

35 pages filled with step-by-step instructions, as well as templates, scripts and self-assessments.

Includes proven strategies and a practical structure to consistently build online relationships.

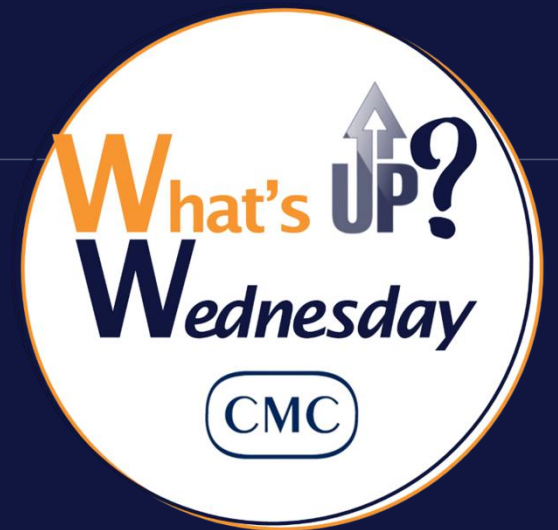
Value-added resource
info@NetworkingForResults.com





Your Questions

Type your questions into the chat



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- ❑ Now Available What's Up Wednesday recorded sessions
- ❑ CMC-Ontario Presentation Library PDF download of all past sessions

A large graphic on the right side of the slide. It consists of several overlapping circles. The top circle is light blue and contains the text 'Data Science for Consultants' over a background image of a person's silhouette working on a laptop with data charts. Below it is a teal circle with a white video camera icon. To the right of the teal circle is another teal circle with a white house icon. At the bottom is a larger circle containing a photo of four people in business attire smiling and talking. Overlaid on this bottom circle is a semi-transparent blue rectangle with the text 'ANNUAL MEMBER AWARDS CELEBRATION' in white.

Data Science for
Consultants

ANNUAL MEMBER
AWARDS CELEBRATION

THANK YOU



INFO@CMC-ONTARIO.CA
[HTTPS://CMC-CANADA.CA/ONTARIO](https://CMC-CANADA.CA/ONTARIO)