



# Networking Workshop

## *Practical ideas to improve your visibility*

### the dreaded 'N' word

*'a support system of sharing information and services among individuals and groups having a common interest'*

We all know the importance of networking. And yet, many of us fail to network effectively. The most common reasons cited are, that we are busy with our jobs or that we don't know how to do it effectively. With the recession still strong and jobs scarce to come, networking is the only effective means of securing a job and advancing in our careers. So why not start now.

**SABA** is conducting this workshop that will be a combination of instructional and practical exercise. We will help you with tools you can use to become a more effective networker. Please join us for this workshop and bring your friends along. This is ONE skill that you can't ignore.



This workshop is conducted by **Rajesh Setty**.

**Rajesh Setty** is an entrepreneur, author and speaker based in Silicon Valley. You can read more about him at <http://www.rajeshsetty.com/about/>.

**Rajesh** has written and published nine books so far with his first book published at the age of thirteen.

He has also written more than 1300 articles on his blog Life 'Beyond Code' (<http://www.lifebeyondcode.com>).

You can also follow him on Twitter at <http://www.twitter.com/UpbeatNow>.

#### **Notes :**

1. This is a workshop - meaning you will participate and actually use the skills right away. If you are planning to watch from the sidelines, this workshop is not for you. We want everyone to get the maximum benefit from this workshop and that can happen when everyone fully participates in the workshop.
2. You have to make a promise to share your learning with at least ONE person in your network. Obviously, we can't track whether you will fulfill the promise but we hope that you will do it.

#### **Pre-Requisites:**

1. Read Lasting Relationships (free download) a primer on building relationships. It is a 20-page eBook and a quick read. <http://www.rajeshsetty.com/resources/books/lasting-relationships/>
2. Read defiant: Practical Tips to Thrive in Tough Times - It's a 90 page eBook filled with tips submitted by more than 50 people. You can download it here: <http://www.activegarage.com/projects/defiant>
3. Come with your burning Networking Question and actually ask that question. Together we can find answers.

**Date: Saturday December 5, 2009**

#### **Agenda**

- 1:00 to 1:30 pm - Salat followed by Lunch
- 1:30 to 2:15 pm - Registration and Card Exchange Networking
- 2:15 to 2:30 pm - Introductory Comments
- 2:30 to 4:00 pm - Main Event Including Q&A
- 4:00 pm onwards - Wrap Up and Networking

#### **Event #3**

Bought to you by:  
**The SABA network of Professionals**

Please RSVP at <http://www.saba-igc.org/workshop/networking.html> by November 21st, 2009

**Donations are always welcome**