



# Building Supply Industry Association

## BEYOND HANDSHAKES: Modern Strategies for Effective Networking



### BEYOND HANDSHAKES: Modern Strategies for Effective Networking

**Date:** Wednesday, October 16, 2024

**Time:** 11 am – 2 pm

**Location:** BSIA Office, 19299 94 Ave, Surrey, BC V4N 4E6

#### Course Outline:

This session will help you take networking beyond the ordinary. In this interactive workshop, we'll explore innovative strategies and timeless techniques to help you excel in face-to-face interactions and build meaningful connections. In today's dynamic business landscape, successful professionals and entrepreneurs understand that networking goes far beyond a simple handshake.

#### KEY HIGHLIGHTS:

- 1. Strategic Networking:** Uncover the art of making lasting impressions at conferences, industry events, and business meetings.
- 2. Mastering Small Talk:** Elevate your conversational skills to create genuine connections and break the ice effortlessly.
- 3. Networking Essentials:** Learn the fundamentals of effective networking, from business card etiquette to making memorable introductions.
- 4. Building Authentic Relationships:** Understand the importance of authenticity in networking and how to foster genuine connections with your peers.
- 5. Follow-up Tactics:** Explore best practices for post-event follow-ups that keep the momentum going and solidify your connections.

All costs include all materials and lunch.

MEMBER \$189+GST

NON-MEMBER \$389+GST

Participant(s) Name

Company Name

Email

No. 1 \_\_\_\_\_

No. 2 \_\_\_\_\_

**Cancellation Policy:** Written notice must be received by the BSIA 2 weeks prior to receive any refund

#### PAYMENT INFORMATION:

CREDIT CARD

PLEASE BILL ME   
(BSIA Members Only)

Card #: \_\_\_\_\_

Exp Date: \_\_\_\_\_ CVV: \_\_\_\_\_

Name On Card: \_\_\_\_\_

Signature: \_\_\_\_\_

PLEASE RETURN  
REGISTRATION TO:

Email: [info@bsiabc.ca](mailto:info@bsiabc.ca) or:  
Call: 604.513.2205