



We develop leaders



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Mary Fink
VP of Programs
Scarlett Leadership Institute

Networking

While most of us recognize the importance of networking for a business advantage, many of us do not take full advantage of networking opportunities. Those who approach networking exclusively as a way to meet people who might help them are missing a critical point: networking works both ways. It is the opportunity to give as well as receive help from others, and often simply involves connecting two or more people who might have something in common. It is important that we make ourselves available to friends and contacts without any expectation of reciprocity.

[Read more...](#)

Lasting Impressions

Have you ever been invited to a social/cocktail party, office gathering or business event and did not want to go because you felt uncomfortable mixing and mingling with strangers? Do you feel uncomfortable initiating small talk at a business event or social gathering?

Every time you attend one of these events, you have an opportunity to make an impression. You are a message: what does your message say about you?

You only have one chance to make a first impression, so you must make that opportunity



Becky Pitts
Protocol Officer

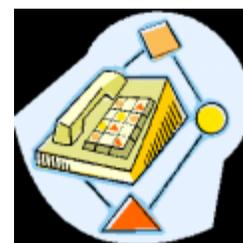


[Signature Executive Program - Class 13](#)

Orientation Feb. 16
Retreat March 25-30
[Register here](#)....space is limited!

[Emerging Leaders](#)

Class confirmed - **limited** space still available.
[Click here to register.](#)
March 6-7
April 16-17
May 15-16
June 12-13



If you missed our **Free Conference Call** on Networking Jan 18 you can still hear a playback.
[Click here for information.](#)

work for you. You must be at your best and market yourself and your image. Here are a few tips:

- Body language says it all – without you even saying a word. Your handshake, eye contact, facial expressions, attire, posture, and the way you walk reflect you and your confidence.
- Small talk is “Power Talk”. Be up-to-date on current events, read newspapers, subscribe to Business Magazines, know the 10 top movies/books.

[Read more...](#)

Our next **Free Conference Call on *Trust in the Organization*** is scheduled for Wed., Feb 15. [Click here to register](#) for this FREE event. Author of *A Slice of Trust*, Dave Hutchens, will join us on the call. as we discuss what it takes to build a trusting organization.

Recommended Reading from Mary Fink



[Never Eat Alone](#), Keith Ferrazzi - A great book that talks about building a community of colleagues and nurturing them so that when you need some support you have a foundation.

[Networking is a Contact Sport](#), Joe Sweeney - Learn about being intentional about creating opportunities for meeting people, and helping those you meet along the way.

[29% Solution](#), Ivan R. Misner - This offers a strategy for weekly networking action to acquire networking skill.

“There is much more to fear from internal threats such as lack of communication, poor execution, indecisive leadership and misunderstanding company goals and plans than ANY service, technology or action a competitor can bring to bear on your business.”

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