

What is the number one skill that can bring YOU success?

NETWORKING!

Do you need to be better at networking so that you can grow your business faster, accelerate your career advancement or land that plum job? After all, it's not just what you know, how experienced you are or how good your products/services are that brings success..... It's also **who you know** and **who knows you**.

LEARN HOW TO BECOME AS EXPERT AS POSSIBLE IN THE ART OF NETWORKING.... AND SHARPEN YOUR COMPETITIVE EDGE

Join us on the **20th June 2007**, at the **Melbourne Hotel** (John De Baun Room)
Corner of Hay & Milligan Street, Perth

**Registration 12 Noon, Lunch 12.15, Workshop Starts at 13:15pm,
Coffee 14.45, Workshop resumes 15.00pm Workshop End 16.45**

There is also the opportunity to attend the SUT Technical evening meeting on Umbilicals,
same venue, start time 17.30. You can put your new found skills to the test!

There is an additional fee should you wish to attend the technical evening meeting. See registration form on next page.

This Seminar will be led by networking expert Ron Gibson, who will help you find dozens of ways to make networking work for you. You'll learn things like where to network for the best results, how to network once you get there and how to follow up so that you capitalise on the contacts that you have made and the opportunities that you have created.

This is NOT your ordinary, trite programme on networking. It is the most complete and valuable course on turning strangers into contacts... turning contacts into relationships... and turning relationships into new clients, work promotion and the job offers you've always wanted.

Highlights of this Workshop include:

- How successful leaders create and use networks.
- How you can climb the ladder without stepping (or crawling) on other peoples backs.
- How to build stronger relationships with customers, employers, co-workers, vendors and friends.
- The rules of engagement: How to turn networking events into relationship and business-building opportunities.
- How to leverage your membership in SUT and other professional/industry organisations to market yourself, your expertise and your products or services.
- How to connect with senior level decision makers.
- How to say the right things to the right people in the right circumstances to make the right impression.
- How to maximise your connections so that they benefit from you – and more important, how you benefit from them.
- Making the most of the networking opportunities at conferences, expos, seminars etc.

If you want to become better at developing contacts ... setting up your personal network ... building relationships ... acquiring referrals ... advancing your career... closing more business ... and growing your business, then this Seminar is for you.

Registration form on next page

This Event is supported by:



Registration Information

To register, either e-mail the information required on the registration form to J.Bremner@sut.org or fax the completed form to Joyce Bremner on (08) 9204 3826

Registration Fees

SUT Members \$100 + GST = Total \$110.00

Non Member \$120 + GST = Total \$132.00

Fee includes lunch, tea/coffee and a copy of the workshop notes.

Umbilical Technical Meeting \$9.09 + GST = Total \$10.00

Preferred Payment Methods:

Credit Card: Mastercard or Visa ONLY. We cannot accept payment by any other card.

Cheque: Australian Dollar only, made payable to The Society for Underwater Technology
Send to, PO Box 7539, Cloisters Square, Perth, WA, 6850
Please make sure you reserve a place by e-mail or fax before posting your cheque.

Registration Form

Please e-mail details to J.Bremner@sut.org or fax the completed form to (08) 92043826

SUT Member No. _____

Please tick if you would like to attend the Umbilical Technical Meeting starting at 17.30 _____

Please tick to indicate your preferred payment method:

Credit Card _____ (Visa or MasterCard) Cheque _____ Invoice (PO No.) _____

Delegates Name _____

Company _____

E-mail address _____

Credit Card No: VISA or MASTER CARD ONLY. _____ / _____ / _____ / _____

Exp. _____ / _____ Security no _____ (last 3 digits on the back of your card)

Name on the card _____

Billing Address if not as above _____

Amount to be charged \$ _____ Signature _____