

Dale Carnegie Training™

Is Your “NET” Working?

Networking to make a lasting impression!

Dale Carnegie Training of Western CT  
Bob Dickson, President  
21 Maple Street, Naugatuck CT 06770  
203-723-9888  
[www.westernct.dalecarnegie.com](http://www.westernct.dalecarnegie.com)



# Does it take LUCK to WIN the LOTTERY?

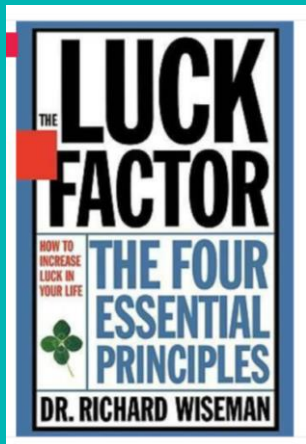


You can't win if you don't play!





# The Luck Factor by Dr. Richard Wiesman



## Four Basic Principles of Luck

1. Create and Notice Chance Opportunities
2. Listen to Intuition
3. Positive Expectations create Self Fulfilling Prophecies
4. Resilient Attitude to Transform Bad to Good

# People Do Business With People They Know

## Keep Your Network Strong

- Don't Sell, Talk
- Build Your Net with Networking



# Build Up the Emotional Bank Account

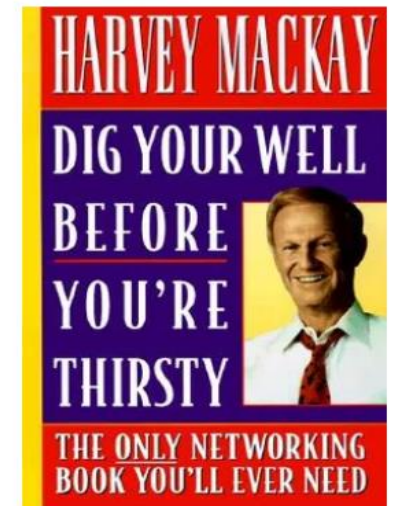
Always Offer to Help First

**R.I.S.K.**

## The Four Elements of Networking

1. Reciprocity – You Give, You Get – You No Give, You No Get
2. Interdependency – Keep Tight with the Best Ones
3. Sharing – Use it as a Commodity
4. Keeping at It – Keep in touch

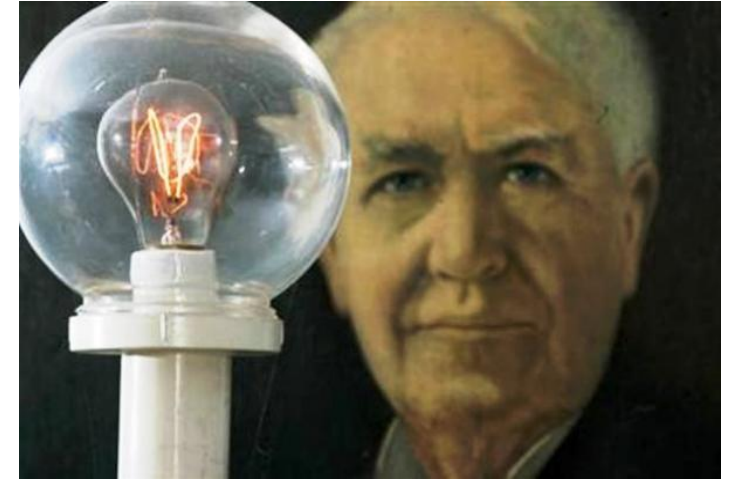
Harvey Mackey “Dig Your Well Before Your Thirsty”



# Look for Opportunities in Every Noun (Person, Place or Thing)

Calculate with Your Eyes

Who has more than 1000 patents in US History?



*“Opportunity is missed by most people because it’s dressed in overalls and looks like work!”*

**Thomas Edison**

# Be a Great Conversationalist Without Saying a Thing

Never Tell When You Can Ask

African Safari – Uh Huh, Really, WOW, No Kidding.....

Conversation Technique



# Negativity Kills Opportunity

Be Optimistic and Positive

1. Visualize Success
2. Don't waste time on something that can't be done
3. Praise people Constantly
4. Act Enthusiastic and You'll be Enthusiastic!



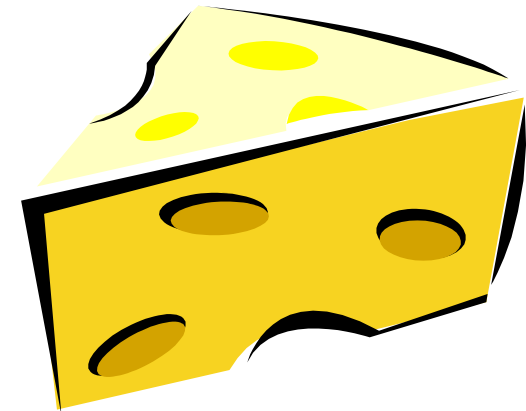


# Smile – Duh, It's so Simple

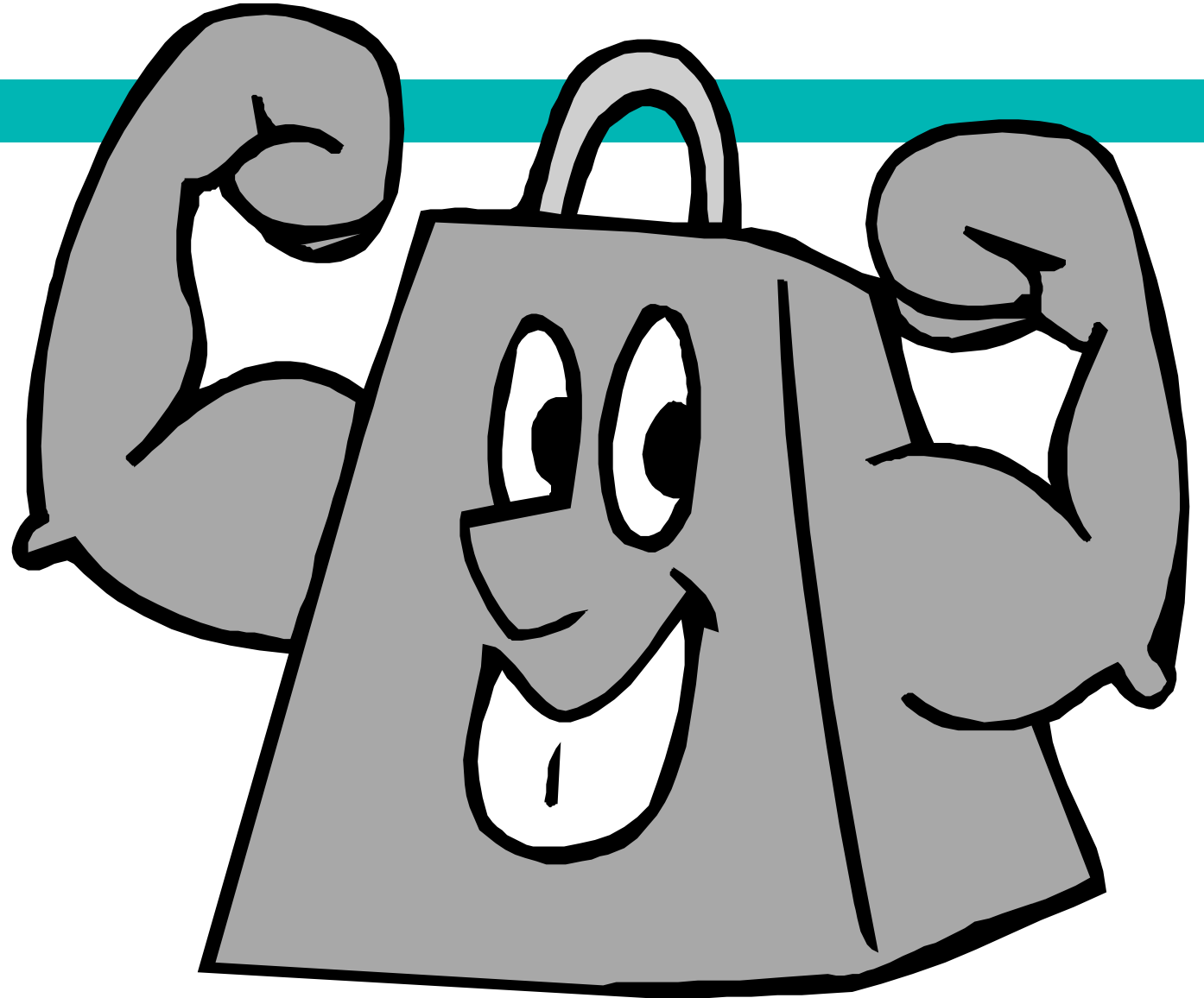
Your Smile makes someone else happy.

Fake it until you make it!

Don't we all need a little extra cheese?



Create  
Opportunities  
and You'll  
Finish Strong



# Parting Thought

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*“People are always blaming circumstances for what they are. I don’t believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want, and if they can’t find them, they make them.”*

*-George Bernard Shaw*



# Thank you!



Check out our Dale Carnegie websites for more resources

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(203) 723-9888



Leadership  
Training



Presentation  
Training



Sales  
Training



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People Skills  
Training



Org Development  
Solutions





*THANK YOU!*

