

# Networking Ninja: Breaking Barriers



## Its time to bust through the ceiling.

Whether it's the glass ceiling, the bamboo ceiling or any other barrier to the success you want, it's time to break through.

We've all been there. You see that guy with the fancy dental work, the \$300 blue jeans and the oh so confident air get the deal, the gig, or the position you've always wanted. And it makes you SO ANGRY. But what if you could learn the secret skills to be seen as the power broker, the winner and the number one candidate? You can with POWER NETWORKING. In this hands on networking session you'll learn to look, sound and act like a million, no a BILLION dollars.

**1**

### NON VERBAL 55%

Gestures, faces,  
posture, eye contact,  
proximity, haptics.

**2**

### TONE OF VOICE 38%

Pitch, timbre, style,  
speed, type.

**3**

### WORDS 7%

Tangible, memorable,  
relatable, personal,  
relevant, emotional.



### Survey the Land

Don't just work the room. Survey it and own it like a lion(ess).



### Stop Being Sorry

Why are you apologizing for being who you are?



### Short and Sweet

Busy people need you to get to the point QUICKLY.

## In this course, you will learn to:

- Stand and sit and act like a superhero,
- Tune your nonverbal communications to project power and confidence,
- Match your communication style with your intended audience,
- Tune your voice to project confidence not arrogance,
- Effectively advocate for yourself in both calm and confrontational situations,
- Take credit for your talents and your own work,
- Learn why you are apologizing and how to STOP DOING THAT,
- Negotiate for what you are truly worth, and
- Stop worrying about sounding smart and start making your others feel smart.

## Course Outline

- I. Body Language: Learn how you sit, stand, walk and gesture speaks for you.
- II. It's not WHAT You Say: Learn how tone, pitch and timbre affect your message.
- III. Owning the Room: Learn how to survey a room like a lion(ess), find your targets and make meaningful connections.
- IV. Stop Apologizing: Learn how many times per day and in how many ways do you you say you're sorry, and how to stop.
- V. Take Credit: Stop letting other people steal the credit for your ideas, your capabilities or your work.
- VI. Negotiating 101: Know what you're worth and get it, even in difficult situations.
- VII. Jedi Mind Tricks: You know you're smart—now help your audience understand how smart THEY are.

### SPEAKER JEANETTE DEPATIE

For the past 20 years, Jeanette has worked in social justice work and corporate consulting to help people of all shapes, sizes, ages, abilities, races, creeds, sexes, affinities and more do their best work and live the life of their dreams.

Jeanette has worked with a virtual who's who of the corporate Fortune 500 world. From major computing, web and consumer electronics corporations including Apple, Adobe, Google, Intel, NTT, Panasonic, Sony, Twitter and Ulead to aerospace companies and organizations like Boeing and NASA to major manufacturing companies including Solutia and Monsanto.

