

Feedback

Feedback from some of Robyn's previous workshops:

"As usual, your presentation was not only enjoyable, it was also very relevant, and encouraged each of us to think very deeply about our goals and dreams. I have had very favourable feedback from all or our members".

**President
BPW Parramatta & the Greater West Inc.**

"Robyn is a very busy person and in great demand internationally and the reason we have used her on three occasions over the last two years is we are convinced that she has made a difference. It is not that the message she conveys is complicated or difficult to learn, but the way in which Robyn is able to present recipes for networking success has meant that without exception all Managers who have attended the course, some I might add long in the tooth and what one might describe as cynical, have got at least something out of the course and have all commented with enthusiasm on the benefits to them in assisting with networking activities".

**Regional Manager
Otago/Southland - WestpacTrust**

Feedback from a presentation by Robyn and Michele:

Robyn's presentations are always first rate, her delivery style is both entertaining and very inspiring, with lots of practical advice and guidance on how to achieve in any chosen field of endeavour. I have already been able to apply many of Robyn's suggestions with very positive results. Michele is obviously an experienced speaker who has a sound background in mentoring programmes. As a BPW member she clearly recognises what can be achieved from a formal mentoring programme and how to get the most from networking opportunities. From personal experience I know the value of developing appropriate mentors and maximising all opportunities for personal development. I believe both Robyn and Michele can assist us all on our own paths to self empowerment.

**Nerida Kickett
Financial Adviser & BPW Pilbara VP-EP**

Robyn Henderson

Australia's foremost networking specialist, Robyn has built a reputation throughout Australia, New Zealand, Asia and the Middle East for getting results. During a career spanning more than twenty five years, she has developed the knowledge and experience that make her a sought after international keynote speaker, business educator and author. Robyn was awarded the National Speakers Association of Australia 1997 Speaker Award and was listed in the Top 50 Australian Business Woman Hall of Fame.

Her books include:

- § *Be Seen, Get Known, Move Ahead - Beginners Guide to Self Promotion*
- § *How To Master Networking*
- § *Are You The VIP In Your Life?;*
- § *Networking For Success*
- § *Networking Magic - 366 Hot Networking Tips*

With over eight years as a professional speaker, ten years in sales and telemarketing management and thirteen years in hospitality, Robyn has clear insight into networking and prospecting - the management tools for the new millennium.

Michele Kilminster-Clement

Michele Kilminster-Clement is the State Manager, Women in Business WA, for Challenge Bank. She has been working for Challenge Bank and the Westpac Group for 14 years, covering roles in the retail, rural and business banking sectors of the bank. Michele is committed to meeting the needs of female customers, and supporting women in business. Michele is keen to provide financial empowerment to younger women, assisting them to become financially successful and secure in the future.

As Michele was raised on her parents farm in the Belka Valley near Bruce Rock, 250km east Perth and started her banking career with Westpac in Bruce Rock, she understands and is a keen supporter of regional and rural women. Michele is a member of BPW North Shore, member of Zonta International Women's Group and Member of the Executive Women's Forum.



BPW Pilbara

Australian Federation of Business and Professional Women Inc

and



Karratha & Districts

Networking & Mentoring for Success

a workshop for women

with
**Robyn Henderson
Michele Kilminster-
Clement**

Saturday 28th April 2001

9.00am to 4.00pm

Seminar Centre

West Pilbara College of TAFE

Millstream Rd Karratha

Topics covered

Goal Setting & Personal

Networking

- ⌘ The power of written goals
- ⌘ Linking your goals with your networking
- ⌘ Identify goals in 7 areas of your life
- ⌘ Improving job performance with goal setting
- ⌘ How and why does networking work?
- ⌘ Networking effectively at functions
- ⌘ Identifying spheres of influence
- ⌘ Being identified positively by spheres of influence
- ⌘ Efficient follow up systems
- ⌘ Tapping into the job market
- ⌘ Confidence boosters when you are having a bad day

Internal & External Networking

- ⌘ Working smarter nor harder
- ⌘ How to avoid reinventing the wheel from team to team
- ⌘ The power of recognition
- ⌘ Cross marketing other services
- ⌘ The power of brainstorming
- ⌘ Expanding your networking
- ⌘ The power of relationship building
- ⌘ Identifying key players in organisations
- ⌘ Keeping in touch without being pushy

Mentoring

- ⌘ What is a mentoring program, how does it work
- ⌘ Identifying your goals
- ⌘ Identifying your needs
- ⌘ Selecting your strategies
- ⌘ Defining mentoring for you
- ⌘ Identifying mentors who might help you

Programme

0845	Registration
0900	Session One
1100	Morning Tea
1130	Session Two
1300	Lunch
1400	Session Three
1600	Close

The registration fee includes a networking workbook.

A range of business building products will be available for purchase at the conclusion of the presentation.

For more information

Nerida Kickett	040 908 4023
Jessica Worrall	08 9158 8401 (wk) 08 9185 6325 (hm)

This workshop is proudly supported by:



Spirit of Women's
Suffrage Grant



ANSETT AUSTRALIA



West Pilbara
COLLEGE OF TAFE



Registration

Please post this registration form by

Friday 20th April to:

BPW Pilbara
PO Box 1450
Karratha WA 6714

Surname _____

Preferred First Name _____

Organisation _____

Address _____

Ph _____ Fax _____

Email _____

Or register on our website:

<http://www.karratha.com/~bpwpilbara/>

Registration Fee

\$66 per person (inclu. GST).
Fee covers morning tea, lunch and workbook.
Please send a cheque with this registration.
The first 40 BPW or SI members to register
will receive a discount to \$44 (inclu. GST).

Cancellations

Should you be unable to attend, a substitute is welcome. We are unable to provide refunds for cancellations after the closing date.

Acknowledgment

All registrations accepted unless otherwise notified.