

What Do You Net from Networking?

Chuck Alvey
Chair
Vistage International

VISTAGE



Attitude
Goals
Yourself
Skills
Targets

VISTAGE

Four Rules for Improv

1. Yes...And...
2. There Are NO Mistakes!
3. Be Fully Present
4. Have Fun

Text your favorite food to:
775.232.4825





#1 Attitude



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Admission

- I Don't Like Networking!

Fact

- I Am Good at Networking!

How does that work?

“Whether you believe you can or believe you can't – you are right!”

VISTAGE

“Whether you
believe you can or
believe you can’t –
you are right!”

VISTAGE



#1 Attitude

#2 Goals



Text:775.232.4825

When I network, my goal is...





#1 Attitude

#2 Goals

#3 Yourself



VISTAGE

The Four Styles



Fast-paced, verbal

Results-oriented
Bottom-line
Direct
Decisive

DOMINANT

Optimistic
Enthusiastic
Motivational
Social

INTERACTIVE



Task

People

CONSCIENTIOUS

SUPPORTIVE

Detail-oriented
Logical
Systematic
Questioning

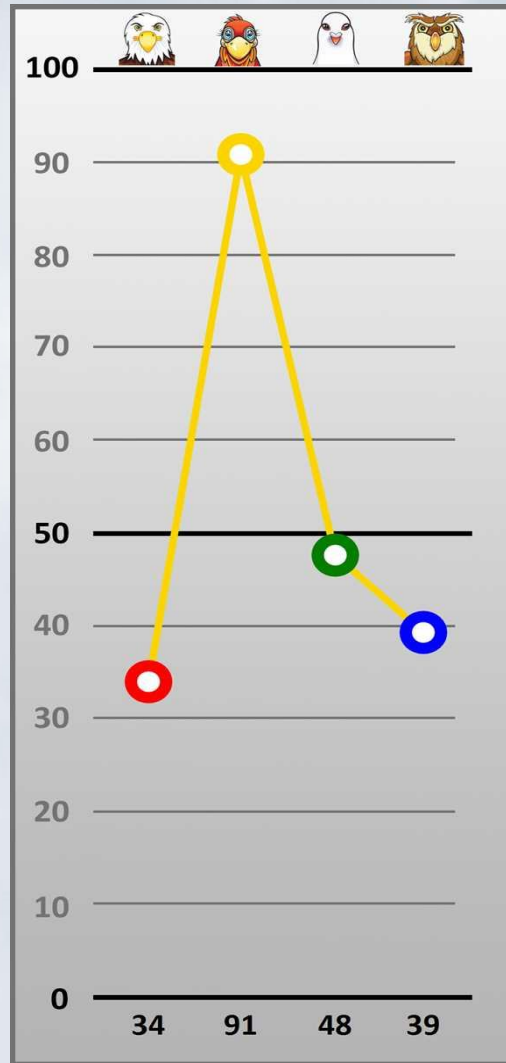
Even-paced, reserved

Harmonious
Helpful
Listener
Consistent





Chuck's Profile



VISTAGE

#1 Attitude

#2 Goals

#3 Yourself

#4 Skills

VISTAGE

Four Rules for Improv

1. Yes...And...

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Vacation Planning! In Pairs! To...location!

- * Take Turns – One Sentence at a Time
- * 1st Letter of sentence: A B C D....2 min!
- * This time: Begin your sentence with...
 - * The last letter of the last word!
- * Who liked ABC? Who like last letter?



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#1 Skill: Listening!



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VISTAGE

#1 Attitude

#2 Goals

#3 Yourself

#4 Skills

#5 Targets

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Bird Watching



What is the body language and tone of each style?

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Take Flight Learning

How to Read Each



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Take Flight Learning

How to Read Each How to Approach Each



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Review!

#1 Attitude

#2 Goals

#3 Yourself

#4 Skills

#5 Targets

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Book Recommendation

“The Prosperous Coach”

-Steve Chandler & Rich Litvin

VISTAGE

“The Prosperous Coach”

1. Conversations!

- Use them
- Schedule them
- - Fill your day with them

2. Slow down!

-All the “wealth” you need is right there in the next conversation!

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THANK YOU!

—
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