

GETTING THE MOST OUT OF A  
MEETING: BUILDING, MAINTAINING  
AND USING YOUR PROFESSIONAL  
NETWORK

*The Three P's – Present, Planful and  
Persistent*

*Before, During and After Interactions*

- Building Network
- Maintaining Network
- Using Network

*Key Attributes to Success*

Self-Awareness  
Intentionality  
Authenticity  
Network's perspective of you



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