

Get Known
Get Connected
Get Ahead

11 Laws
of
Likability.

In chat... What Does This Mean To You?

GET AHEAD

Why Getting Connected Matters

90% of executive level jobs
come from networking
Right Management

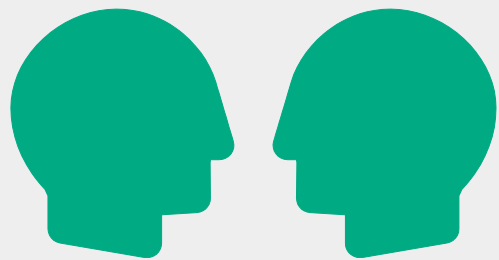
Get Hired



Get Business

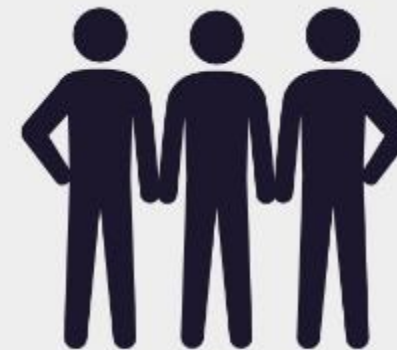


People would rather do business
with a person they like and trust
rather than someone they don't.
(Nobel Prize psychologist, Daniel Kahneman)



Get Promoted

~ **70%** of people with active mentor
relationships received a promotion
Harvard Business Review



Get Happy

Close work friendships boost
employee satisfaction by 50% and
predict happiness at work
Gallup and Journal Of Applied Psychology

About Michelle

Press



Clients



Books



The Real Michelle

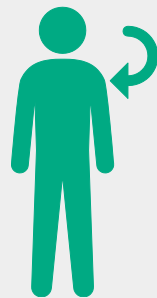


In the chat box, share...

What would be on
your bio slide?

A Relationship Networking Approach

What it is not:



What it is:

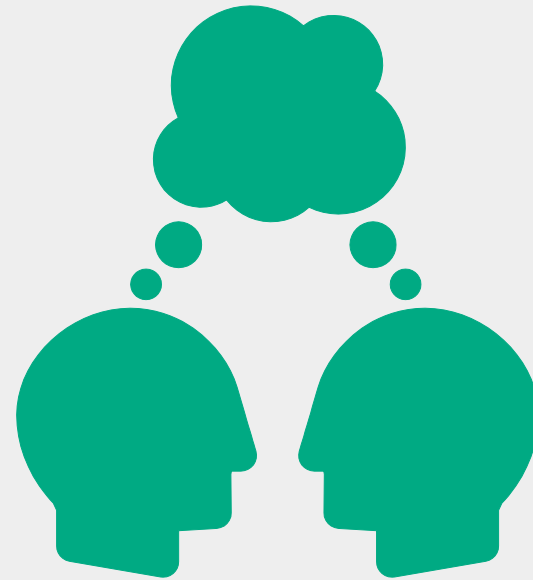


So how do you get started?

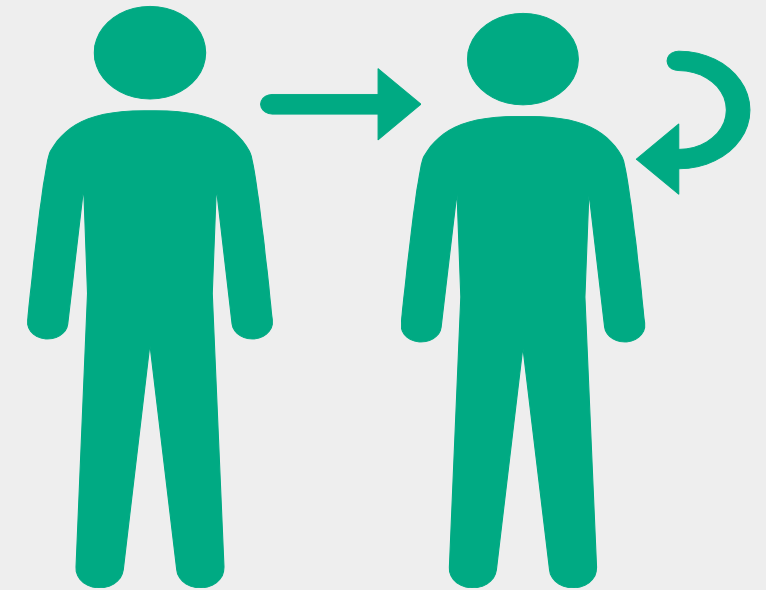
Relationships You Want and Need



Cheerleaders
& Champions



Sounding Boards
& Confidants



Mentors
& Followers

What Are Your Questions?

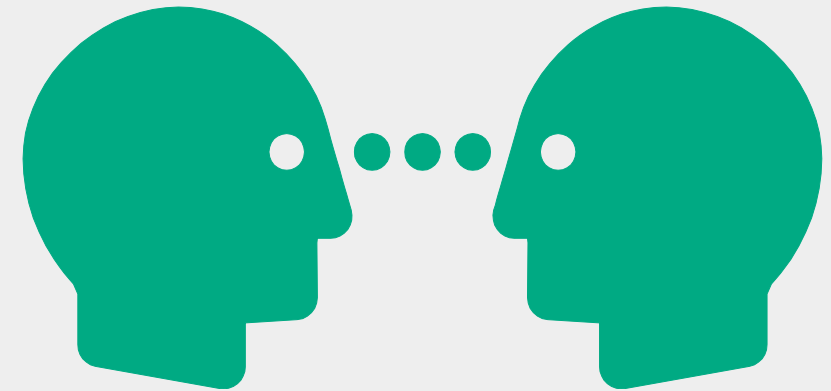
Create Positive Mood Memory



Appreciate / Admire



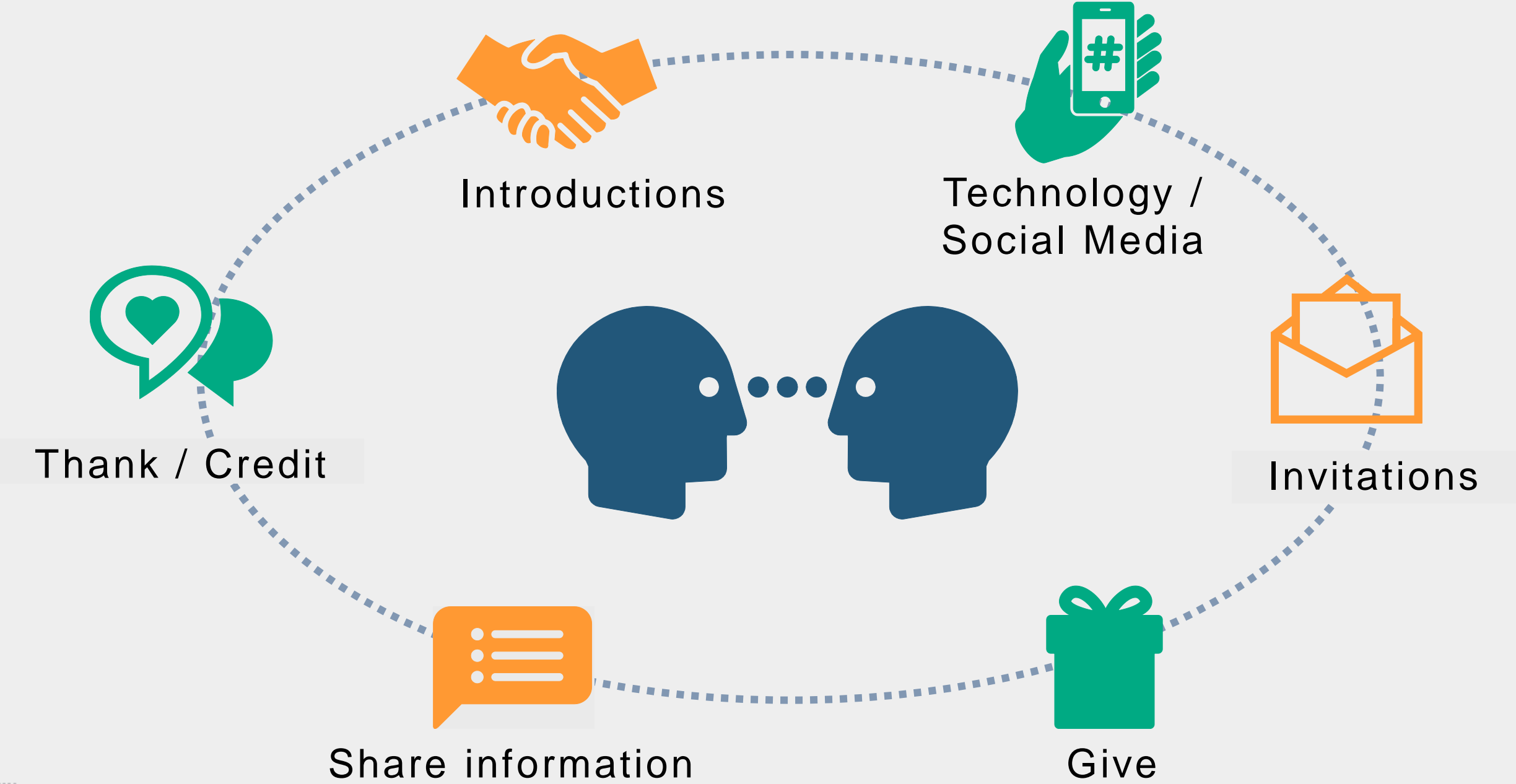
Ask Advice



Be Attentive

**People remember how you made them feel,
not what you said**

Increase Familiarity & Seek to Add Value

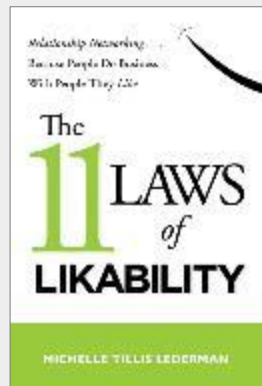


My Gifts To You



www.MichelleTillisLederman.com/GiftPack

- My Top 5 **Success Accelerators**
- FREE assessment to learn your **Networking Type**
- FREE **Interview Preparation Checklist**
- FREE **Personal Branding Worksheet**
- FREE Chapter: The **Law of Giving**



Do You Find Asking For Help...

Easy



Hard



Forgotten



Ask: Ask The Right Way



The
Opt Out
Ask



The
Make It Easy
Ask



The
Non
Ask



Get Connected...

Get Ahead

Thank You!



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Michelle Tillis Lederman

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