

Don't be a scaredy cat! Build your ALL STAR NETWORK™ relationships to network with more confidence on and off the screen

Robust networking is a crucial skill for sales people and career driven professionals. These skills work for introverts and extroverts alike. Developing an ALL STAR NETWORK™ action plan is a systematic and proven way to build and manage your key relationships. We all have the same amount of time each day. Yet, some people accomplish so much more than others. What is it that they do that makes them successful, noticed, connected and results-oriented? Learn the ALL STAR NETWORK™ action plan for reaching your relationship goals, building connections and taking genuine action.

Be strategic as you build relationships and your connection story. Start building a Top 25™ list of people and expand to an ALL STAR NETWORK™. You will energize your career, your team and your sales results. Gain more inspiration and several immediate new habits.

Format: 60 minute keynote

This program is perfect for:

- ▶ Sales people
- ▶ High potentials and rising leaders
- ▶ Women's groups
- ▶ Associations
- ▶ Professional development

Attendees will learn:

- ▶ To build a strategy for developing your network connections
- ▶ To become more self-aware and know the value you provide. Gain insights into your personal brand and three words to be known for as you tell your story
- ▶ To develop an ALL STAR NETWORK™ relationship map and how to expand your reach as an introvert or extrovert. Three steps to take action to meet, develop and maintain relationships with key people

Handouts | ALL STAR NETWORK™ Action Plan

The audience will leave with:

- ▶ More confidence to increase and build relationships on & off the screen
- ▶ Skills to network in a variety of situations
- ▶ Specific tactics to grow their relationships

Network like a Rockstar: 10 steps to find your connection style & build your ALL STAR NETWORK™

People don't remember ordinary, they remember meaningful and valuable. People want to connect. Once you meet, how do you keep relationships meaningful, productive and engaging? You can become a networking ROCKSTAR with the ten steps to develop your networking style and take inspired action.

Format: 60 minute breakout

This program is perfect for:

- ▶ Sales people
- ▶ High potentials and rising leaders
- ▶ Women's groups
- ▶ Associations
- ▶ Professional development
- ▶ Recent college graduates and early career professionals

Attendees will learn:

- ▶ The four corners of relationship building
- ▶ A relationship map and how to expand your reach as an introvert or extrovert
- ▶ Three steps to take to build a petite fan club and start your ALL STAR NETWORK™ relationship list

Handouts | Four corners of relationship building, Relationship map, ALL STAR NETWORK™ Action Plan

The audience will leave with:

- ▶ A profile for how to build relationships and network with confidence
- ▶ Skills to network in a variety of situations
- ▶ Specific tactics to grow their relationships

Cathy Paper assisted hundreds of groups and people to grow her relationships and make a stronger impact. The ALL STAR NETWORK™ action plan is easy to learn and apply and delivered with just the right mix of strategy and engagement.



CATHY PAPER, SPEAKER:

Cathy Paper, M.A. is the founder of RockPaperStar, a consulting firm that specializes in coaching and training for individuals, business owners, and executives by offering creative programs to improve process and performance. Cathy has coached leaders at Best Buy, Paramount Pictures, John Deere, Apple, and Zappos as well as many Minnesota-based privately held companies and service firms. With energy and enthusiasm, Cathy shares her networking savvy, change management expertise and marketing skills to guide dedicated leaders to define and reach goals for their teams and organizations. Her naturally competitive nature—Cathy runs, played rugby and was a Minnesota State Tennis Doubles Champion—is inspiring and contagious. Cathy earned her BA at Williams College and holds a Master’s Degree in Organization Development from the University of St. Thomas. She is a national speaker, a columnist for the American City Business Journals; a winner of the National Association of Women Business Owners “Woman on the Way” award, given to a woman business owner who has demonstrated ahead-of-the-curve achievement for herself and her company; and Minnesota Business Magazine’s “Real Power 50.”



ENDORSEMENTS

“Cathy is a dynamic, motivational and polished communicator and did a stunning job as a keynote over lunch at the American Society for Training and Development’s Regional Conference. Her development of training and development programs for her very high profile clients is truly innovative and ground-breaking work. Cathy “gets it.” She has the unique capabilities of being both creative and analytical, and can give you both the strategy and the detail of what it is that needs to get done for maximum impact. I would highly recommend Cathy.”

- ▶ Professional Development Committee Member, ATD Conference

“As a speaker Cathy Paper knows how to energize, entertain and educate an audience. She’s as dynamic virtually as she is in person and the TEAM WOMEN members and sponsors are now ROCKSTAR networkers.”

- ▶ Katy Burke, Team Women Executive Director

“What a great event last week. We felt plenty of SPARKS and I loved how you helped each of us set a goal, breaking it down to reality-sized bites that are easy to chew.”

- ▶ SVP Planning Director, BBDO Proximity

“Cathy Paper knows how to move our organization forward. Her team designed a program that allowed us to increase the performance of our team with a straightforward approach that worked for our employees.”

- ▶ Ashley Rodriguez, Polaris Industries

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