

DFK ANZ

Networking & Business Development Sessions

FROM CONNECTION TO OPPORTUNITY BUILD CONFIDENCE. BUILD RELATIONSHIPS. CREATE OPPORTUNITIES.

Networking doesn't have to feel awkward, forced or "salesy". This practical two-part program is designed to help DFK senior accountants and managers become more confident networkers and stronger relationship builders.

Session 1 | CONNECT Networking with Confidence & Authenticity

Learn how to:

- Introduce yourself with confidence — without the corporate elevator pitch
- Start and maintain meaningful conversations
- Ask better questions and show genuine curiosity
- Handle awkward networking moments
- Know when and how to gracefully exit a conversation
- Follow up and turn a conversation into an ongoing connection

You'll leave with:

A simple 30-second introduction, practical conversation techniques and a networking approach that feels natural to you.

Session 2 | CULTIVATE & CONTRIBUTE Turning Relationships into Opportunity

Take your networking to the next level by learning how to:

- Build and strengthen your professional network
- Identify relationships worth investing in
- Stay connected without feeling like you're "selling"
- Become a connector by sharing ideas, introductions and opportunities
- Use LinkedIn more purposefully
- Recognise where relationships could lead to future opportunities

You'll leave with:

A practical relationship map and a 30-day action plan to put your networking into practice.

What to Expect

2 x 90-minute interactive virtual sessions

Small, practical and highly interactive — with breakout activities, real-world examples, peer feedback and tools you can use immediately.

Limited to 18–20 participants per group

Who is it for?

DFK senior accountants and managers who are looking to build their confidence, expand their networks and develop their business development skills.

The takeaway: Less "selling". More connecting.

Learn how to build genuine professional relationships, stay connected and turn the right relationships into opportunities.

\$345 per participant for both sessions.