



Cool, Calm & Connected

...every time you speak

HOME

ABOUT US

FREE STUFF

SERVICES

OUR SHOP

CLIENT STORIES

SITE MAP

CONTACT US

EVENTS CALENDAR

From Feb 1, 2011
2 Coaching Programs

**DIY – e-learning.
Do It With
Geraldine
(Phone, Skype,
Face)**

**Feb 19 – Apr 2, 2011
7 Week Course
Face to Face Group
Byron Bay Area, NSW**

**June 17-19 2011
3 Day Intensive
Byron Bay Area, NSW**

**October 2011
4 Day Retreat
Women Only
North NSW, Australia**

Quick Survey

**What's Your Biggest
Public Speaking Fear?**

- Boring people
- Appearing nervous
- Going blank
- Exposing too much

**"Worth every penny, it's a life changing experience!
Geraldine is clear, clever, thoughtful & exceptional
at what she does."**
Seana Ryan, Restaurateur

After Hours Networking



COOL CALM CONNECTED EZINE



Cool, Calm & Connected ezine
Be seen, heard and remembered
...every time you speak.

March / April 2009

A "How To" ezine of practical strategies and inspiration to help professionals communicate with ease and authenticity every time they speak. Published by Geraldine Barkworth every 2 months & emailed to confidential subscriber lists. Average read: 3 minutes.

Archives Issues

What's New

- *Need to calm speaking nerves? Visit my website and download the free MP3 recording of the Inner Calm relaxation exercise (12 minutes).*
<http://www.coolcalmconnect.com.au>
- *Want to learn how you can benefit from the Cool, Calm & Connected communication technique? Download two, 1.5 minute video interviews with Geraldine Barkworth, Chief Speaking Officer, CCC.*

"How To Talk In Difficult Places: After Hours Networking"

Article 2 of 6 in the 2009 theme of "How To Talk In Difficult Places".

Big Picture

I developed an early horror of After Hours cheese and chardonnay events, filled with drunken blokes with no home to go to, but a hellava lot of business cards to press sweatily into any willing palm.

The Problem

Needless to say, I missed opportunities to expand and avoided "After Hours Networking" for years, until I created the concept of



Geraldine Barkworth
Wholistic Public
Speaking Coach,
Australia

FREE E-NEWS

Your Public Speaking problems solved by The Goddess.

- Quirky, Practical, Fun & Thought-Provoking.
- Read How The Goddess of Public Speaking Solves The Challenges of Interpersonal Communication

[View Newsletter Archive](#)

* indicates required

Email Address *

Name

Subscribe

OUR SHOP

[List All Products](#)

"un-networking".



Un-networking

The art of being genuinely interested in meeting new people with no expectations of selling them something.

Un-networking is a brilliant solution for those born under the constellation of "Socially Awkward But Need to Get Out & Promote Themselves."

Step 1: Identify possible valuable benefits to attending the After Hours Event.

Yes, Possible Benefits:

- I need new clients and new ideas.
- I could learn something from the speaker.
- The cheese chunks are more nutritious than anything I've got at home.

No Perceivable Benefits:

- So don't go.

Step 2: If "YES, Possible Benefits"

Proceed with an open heart to the After Hours Event. Be aware of the Possible Benefit to you and then let go of the expectation that you will receive it. Yes, I know, that's the tricky bit. But if it were easy, we'd all be sitting on top of a white cloud with lots of dark chocolate.

Step 3: How To Let Go Of Expectations Script

(Say to yourself) "... My purpose in attending this event is because I need...(fill in the Benefit you are after.) However, the outcome, whatever it may be, is beyond my control. So I'm just going to show up, be myself and see what happens. And I can choose to leave whenever I want."



Enough Talk, Let's Get Practical Step 4: How To Be Yourself

Trickier than it sounds for our self-conscious, time-poor western society. This is an affliction affecting up to 50% of the population. Read the upcoming May / June issue, "How To Talk In Difficult Places...Being Yourself at Parties".

Step 5: Your Arrival

Take a deep breath, ground yourself and look around. Where is there movement and energy? Where are the awkward places? And most importantly, where is the food? Walk determinedly in your chosen direction. Frequently the best place for meaningful connection with new people is in the kitchen or by the carrot sticks.

Step 6: The Business Card Swapping Ceremony – Do's & Don'ts

Do try either of these:

1. Upon initial introduction, immediately offer your card. Politely ask if you may receive one of theirs in return. The beauty of this ceremony is that it immediately generates conversation – "Oh that's an interesting business logo, what's the story behind it?" and so on. It also means you won't forget peoples' names thirty seconds after they've just told you.

The Simple Solution

What's Your Biggest Public Speaking Fear?

- Being judged / mocked
- Feeling Unheard
- Answering questions

[Vote](#) [Results](#)

NERVOUS?



Learn to manage speaking nerves with the Inner Calm exercise.



The Calm Kit



\$16.95

[Add to Cart](#)

Your Cart is currently empty.

Login

Username

Password

Remember Me

[Login](#)

[Forgot your password?](#)
[Forgot your username?](#)
[Create an account](#)

2. If after chatting for a while, you decide that this is a person you'd like to get to know, as a buyer, seller or friend, either offer one of your cards or ask if you can have one of their cards. Generally, if you accept someone else's card, I believe it is good manners to offer one of your own. This creates a balance of mutual giving and receiving.

Do not try either of these:

1. Simply "plonk" your card in front of people to whom you are not currently conversing and then buzz off, distributing them like poison pollen.
2. Accept a card and immediately stuff it in your bag without looking at it. The Japanese believe the card personally represents you and as such, should be treated with the appearance of respect. Many of us feel the same way.

Step 7: Make New Friends, Connections And Business:

After all that effort to attend the After Hours Event, cocktail party, business breakfast or general smoozing, you might as well take it all the way. Write where and when you met the person on their card. If you enjoyed talking and made an offer, such as sending them some information, then phone or email them within 24 hours or so.

Frequently, your thoughtful and genuine follow up email or phone call makes attending the After Hours Event very worthwhile. You just never know what interesting opportunities, ideas and people are out there.

But if you never go, you'll never know..



© 2009, Geraldine Barkworth. Reprintable when full credit is given and the whole newsletter is reproduced.

For more information about services including private coaching, corporate training or to make a media enquiry, please contact Geraldine Barkworth directly on +61 (2) 6685 1917 or email geraldine@coolcalmconnect.com.au

To subscribe or unsubscribe, please email geraldine@coolcalmconnect.com.au with your request.

© 2011 Geraldine Barkworth

Website by Local Australis

© 2009 - 2010 Geraldine Barkworth
geraldine@coolcalmconnect.com.au

+61 2 6685 1917

10 Teven St Brunswick Heads NSW 2483 Australia
www.coolcalmconnect.com.au