

Networking in Dinners is a structured networking system, designed to make new connections, learn new ideas, grow your business and build a team of trusted advisors that to provide you with the knowledge, motivation and connections necessary to be successful.



The program is structured as follow:

**Coffee & Connections** – We meet once a month, in a structured networking environment, to learn about the business of the members and to help with introductions. The meeting is held in the morning and is structured into two parts;

- **The Breakfast Roll** – *We go around the table, with each member giving a 4-minute presentation.*
- **Bring Home the Bacon** – *A member will outline an issue and the group will provide new, innovative ideas to solve the member's issue.*

**Food for Thought** – We meet once a month and we invite our members to give a 30-minute presentation on a topic of their choice or we will invite a guest speaker to present to the group. These morning sessions are educational and are designed to help you learn how to be more effective in your business.

**Casual Conversations** – This is our casual and relaxed Happy Hour. Our casual conversations evening meeting is an informal environment where our members get to know each other on a more personal and relaxed basis.

Our three meetings a month are designed to allow you to get to know the members of the group and to grow into a powerful network of trusted advisors.



**Interested in membership?**

**Contact Rob Thomas:**

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## MEETING AGENDA

### 8:00a Opening Remark

### 8:15a The Breakfast Roll (*your 4-minute presentation*)

**Your 4-minute pitch should have 5 elements:**

1. Describe what you do – your business.
2. Describe an ideal client for you.
3. How do you help your clients? Tell us a story!
4. Describe your best power partners, those that are your best referral businesses for you.
5. *Who Do You Need to Meet?*

### 9:00a Bring Home The Bacon Business Challenge

- Frame the Problem
- Questions to clarify the issue
- Personal experiences to craft solutions

### 9:30a The Wrap-Up (Thanks and Gratitude)



## BRING HOME THE BACON BUSINESS CHALLENGE

### The Process:

1. One participant raises a challenging issue that has been troubling them.
2. The group asks questions to help clarify the issue.
3. Each member of the group shares an experience that is similar or analogous to the problem to shed light on a possible solution.

### Points of Protocol – Experience vs. Advice

1. Tell stories and speak from your own experience rather than rather than give advice.
2. Defer judgement. Listen and ask questions. Be specific in asking questions and ask for examples.
3. Offer solutions and tell stories about how your solutions worked for you.

### Today's challenge was:

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## RULES OF ENGAGEMENT

We are all here for the same reason – build relationships and build our business. A few rules to make it productive:

1. **Pay Attention.** No cell phones, texting, e-mailing or other distractions while participating in our meeting. Be present and pay attention to the group. They will pay attention to you.
2. **Listen first, speak second.** Sometimes we get caught up in a solution that we don't hear the problem. Be patient and listen.
3. **Less is more.** Long explanations and multiple examples of your expertise or qualifications do not add anything to your presentation. Be concise.
4. **Be on time.** Timeliness shows respect. If you arrive late, you will go last and may miss your opportunity to give your 4-minute presentation. If you need to leave early, please let me know privately.
5. **No selling** and no business card passing during the meeting. Participants may do business with each other, but you must be INVITED first.
6. **Follow-up.** If you are given a referral or introduction, it's your responsibility to follow-up on it. Respect your fellow networkers!