



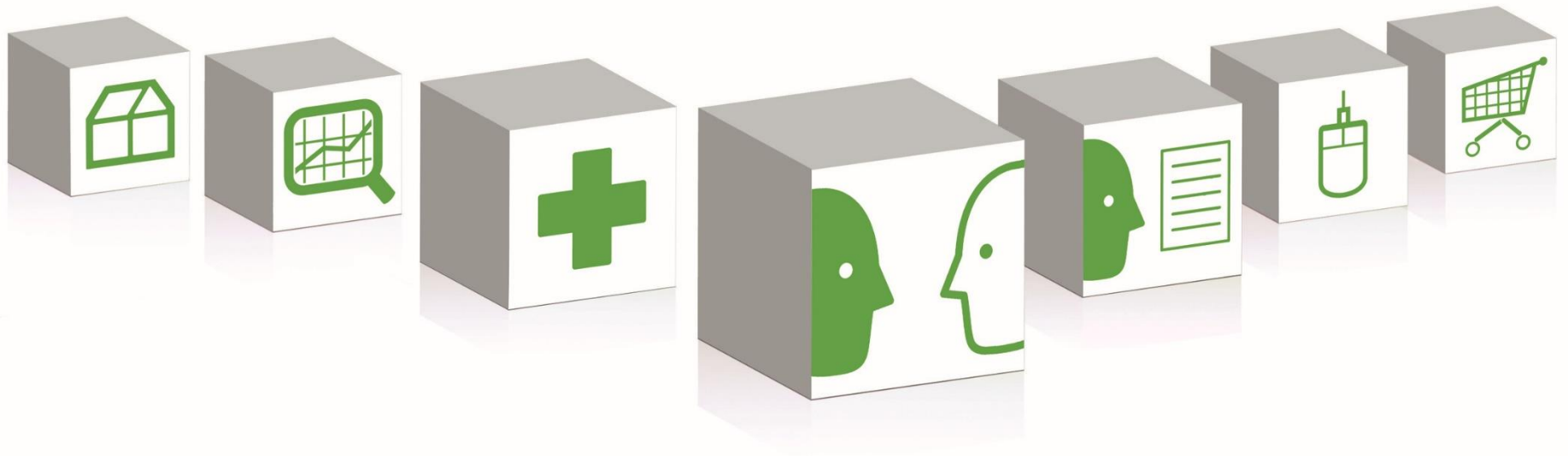
Since 2008 we have helped our clients developing their businesses and our customer's achievements have been spoken highly about us.



www.premian.ro



How to do efficient business networking, online ?



June, 4th 2020





„If you think you can, or think you can't, you are right.”
Henry Ford

Content



- **How to do efficient business networking, online?**
- **How do you write a successful e-mail in order to get a prompt answer?**
- **How do you make a positive phone call?**

Efficient networker's behavior



Power of
questions



Ask
questions



Find more
about our
networking
partner!



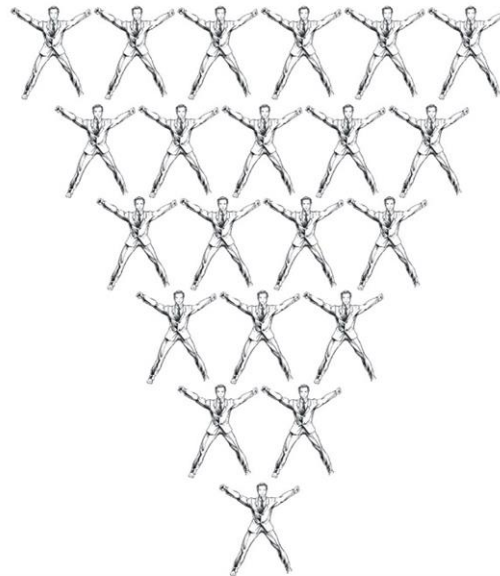
What makes
you
different
from your
competitors?



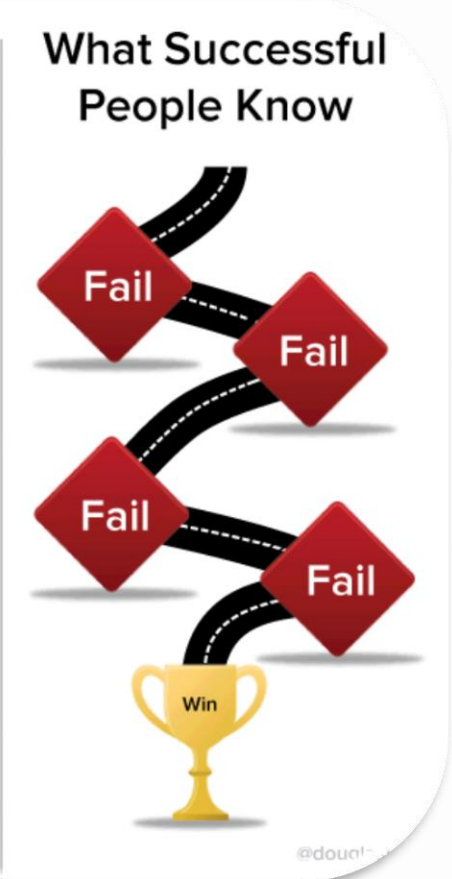
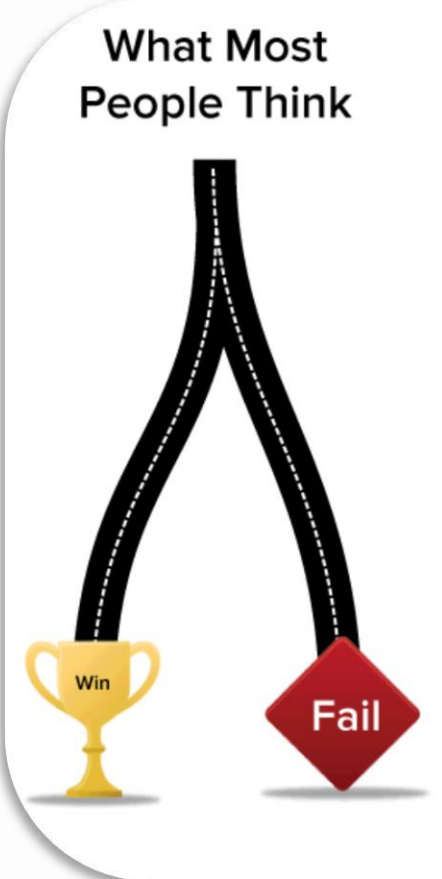
What is the
most
interesting
project so
far?
Why?

What do you **like** most in what you do?

1. How to do efficient business networking, online ?

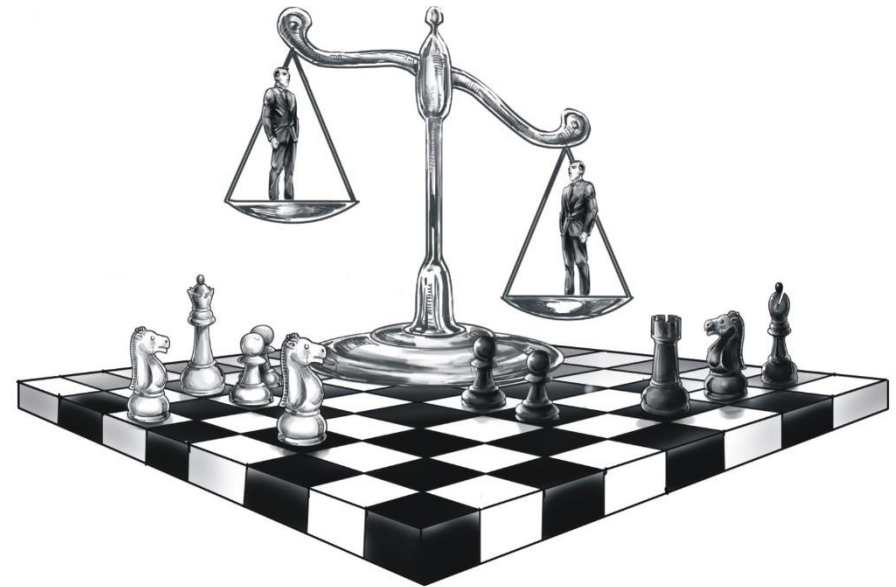


Talk about your objectives!

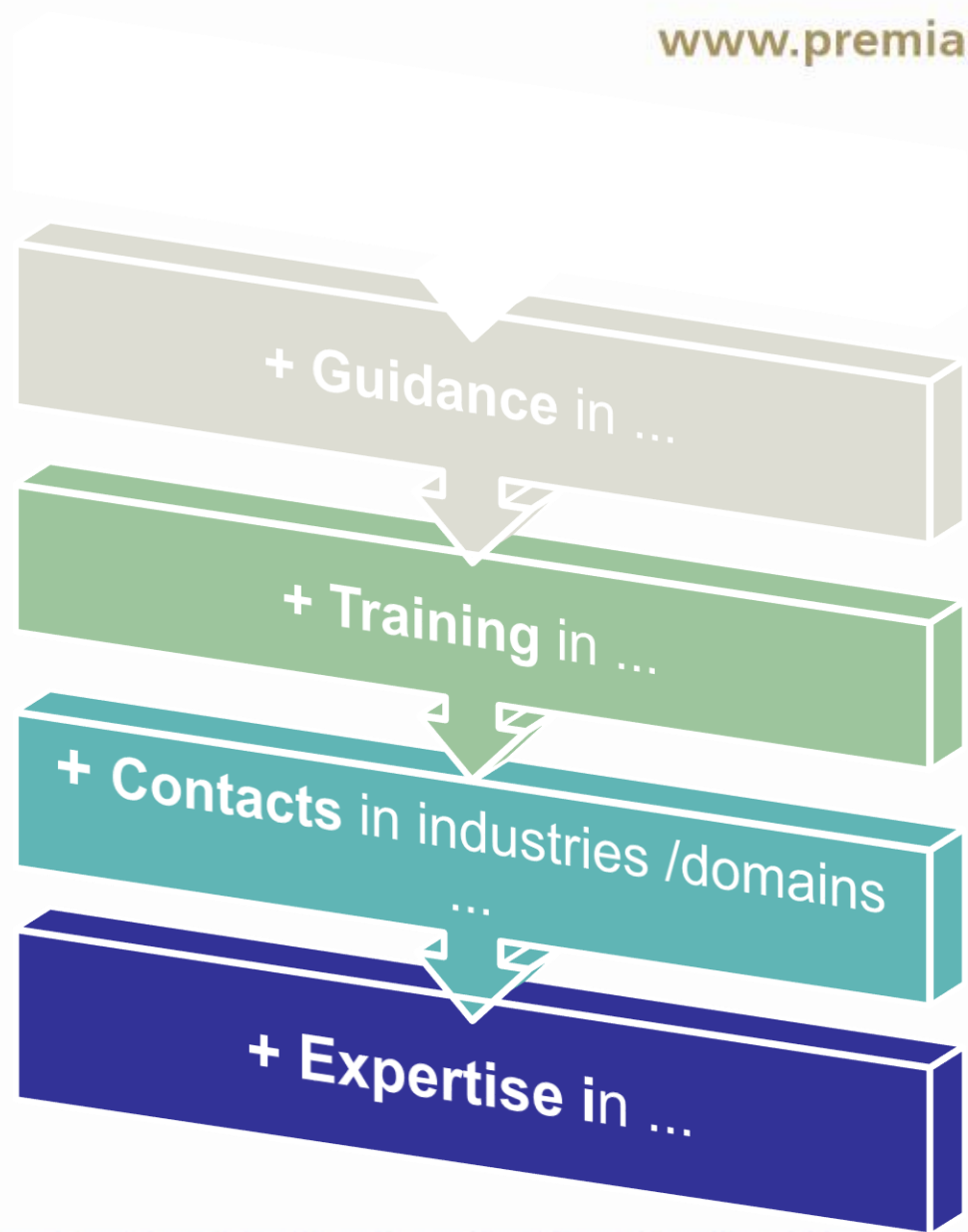


1. What goals do you want to **achieve** in your **business/ professional life**?

2. What can you do **TODAY** to get **closer** to your **objectives**?







Application

Make a list of **5 things** you can offer.



I can help you with:

+ Guidance in ...

+ Training in ...

+ Contacts from the industries /domains ...

+ Expertise in ...

Role play game

I can help you with:



Person
A

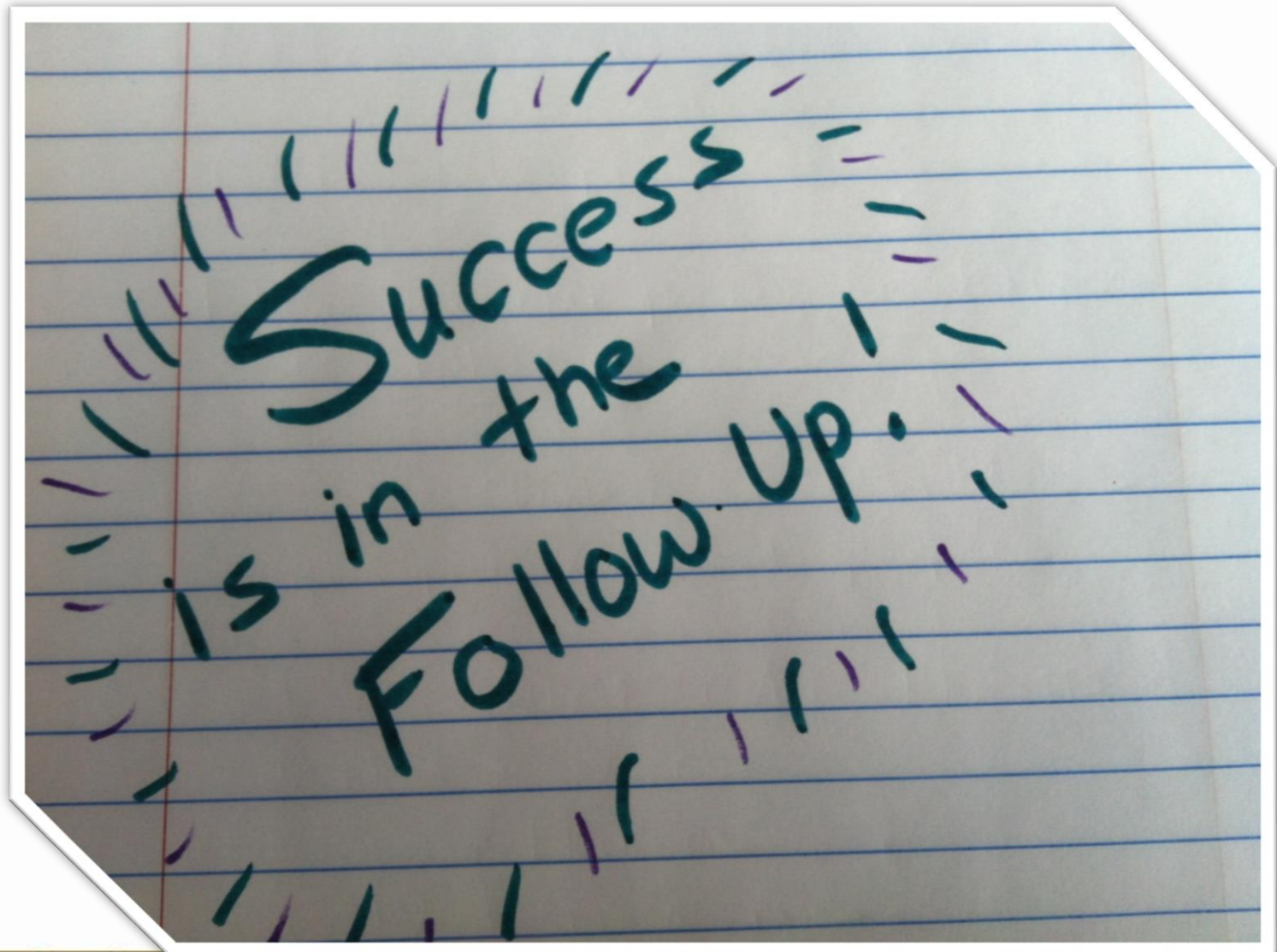


5 things from
YOUR list!



Person
B





E-mail: The art of follow-up

Collaboration, recruitment & support services opportunities



Severin Sânzianu <severin@premian.ro>

Wed, Apr 29, 4:42 PM



to ai

Hello,

I participated last week at the Investing in Romania Webinar. I'm sending you this message to explore the opportunities for collaboration on talent recruitment or support services. You wrote you are interested to set up a T: as IT resources in Romanian in the next month or so. We can do that for you.

We deliver for more than 10 years recruitment and support services in all the cities in Romania, Shenzhen and Hong Kong:

- Recruitment: IT, Non IT, Executive;
- Marketing: Strategic Marketing, Branding and Social Media Management;
- Accounting, Payroll and Talent Management Consultancy,

I attached the presentation of the services we offer.

In case there are collaboration opportunities or you can introduce us to managers from companies that want to recruit the right colleagues in 1-3 months, please contact me. Also, please let me know your thoughts and if there is anything I can do for you.

I wait for your feedback.

Thank you!


Nicu Severin Sânzianu | +40 735 519 633



www.premian.ro


LinkedIn: The art of follow-up

A
Mobile • 12h ago

 **Nicu Severin Sânzianu** • 10:33 AM


Hello! I participated last week at the Investing in Romania Webinar. I propose we connect through LinkedIn in case there will be opportunities of collaboration for IT recruitment or support services on HR for T... as IT resources. Thank you. Kind regards!

A

 **A**

Hi Nicu, I received your email lets try to contact mid next week. Regards!


Nicu Severin Sânzianu • 12:43 PM

 Hi A..., it is ok for me. How is for you 9:30 am EST, Wednesday, May 6 (zoom)?

A
Mobile • 12h ago


services on HR for T... as IT resources. Thank you. Kind regards!

A 10:35 AM


 **A**

Hi Nicu, I received your email lets try to contact mid next week. Regards!

Nicu Severin Sânzianu • 12:43 PM

 Hi A..., it is ok for me. How is for you 9:30 am EST, Wednesday, May 6 (zoom)?

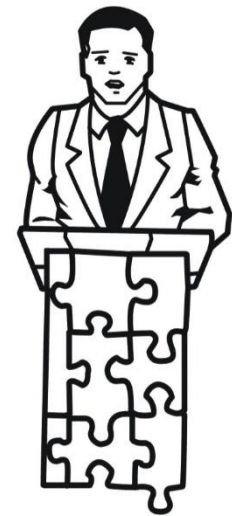
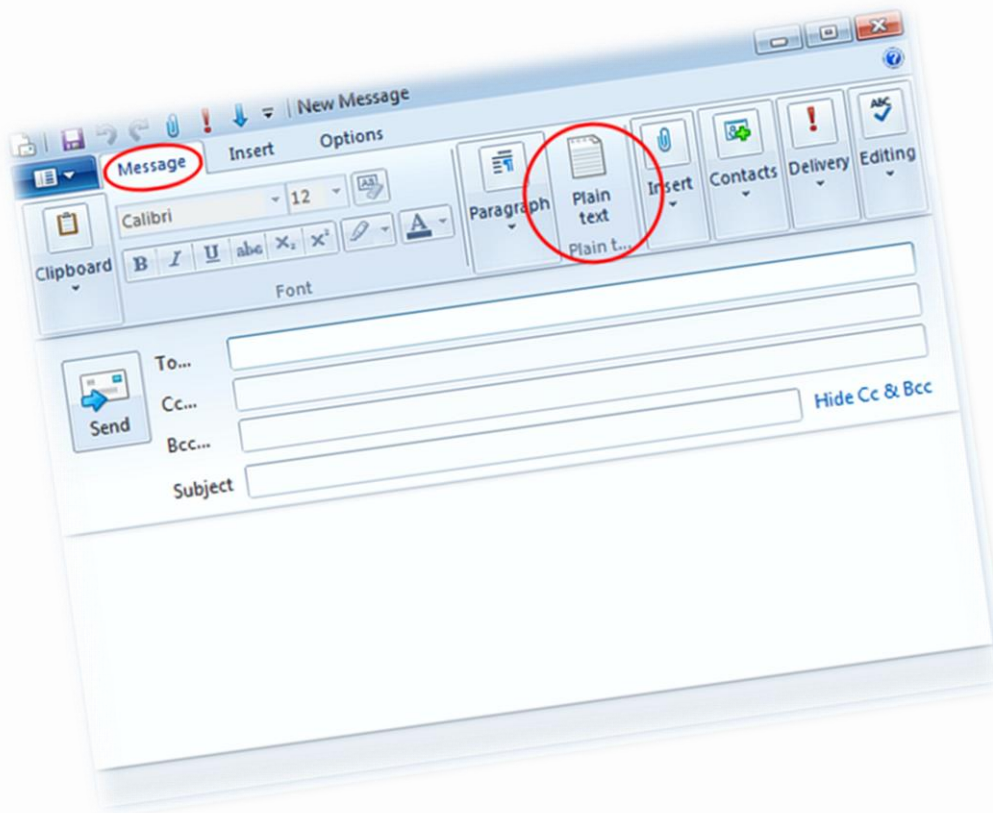
A • 2:29 PM

 **A**

Perfect



2. How do you write an e-mail in order to get a prompt answer?



Role play game

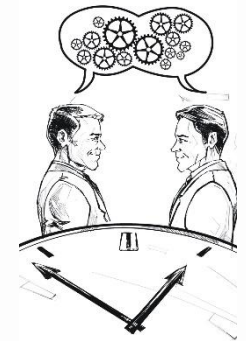
How to write an email in order to receive a
prompt answer?

The persons
B, C, D



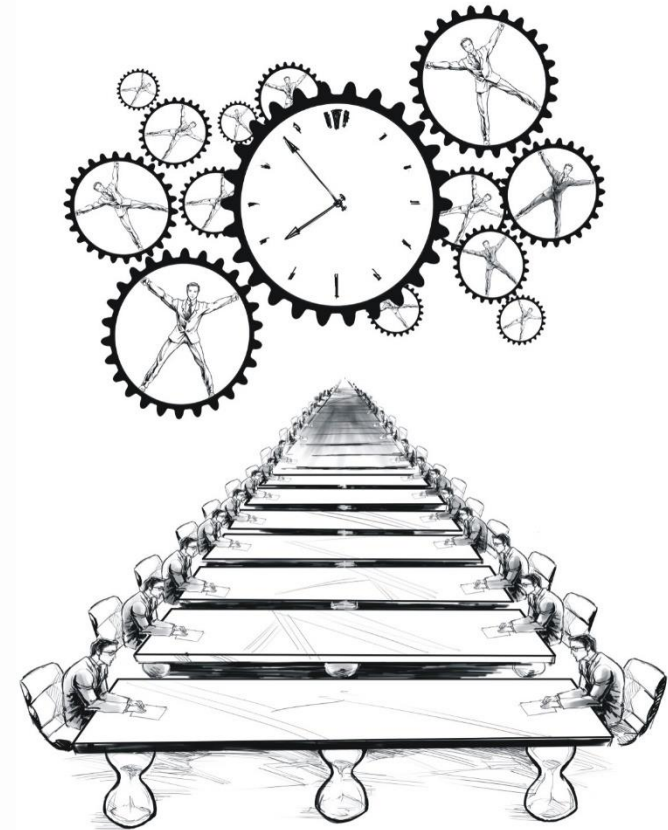
Person
A

► **Constructive Feedback** ►
1&1 All/1



Why should I choose you?

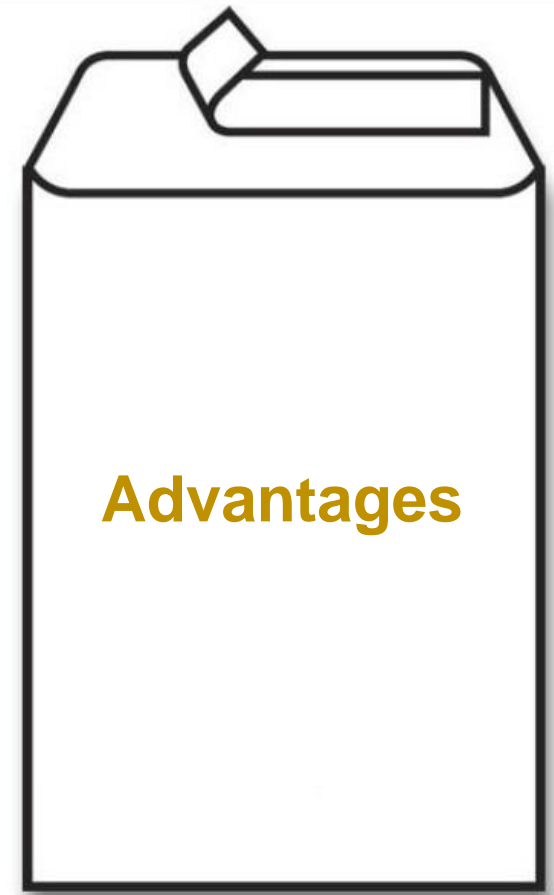
What are your most powerful
3 advantages?



Statements that **show** how your **products** or **services** can be **used**;

Statements that show how your **product** can **help** the **customer**;

Statements that are **stronger** than **characteristics**.

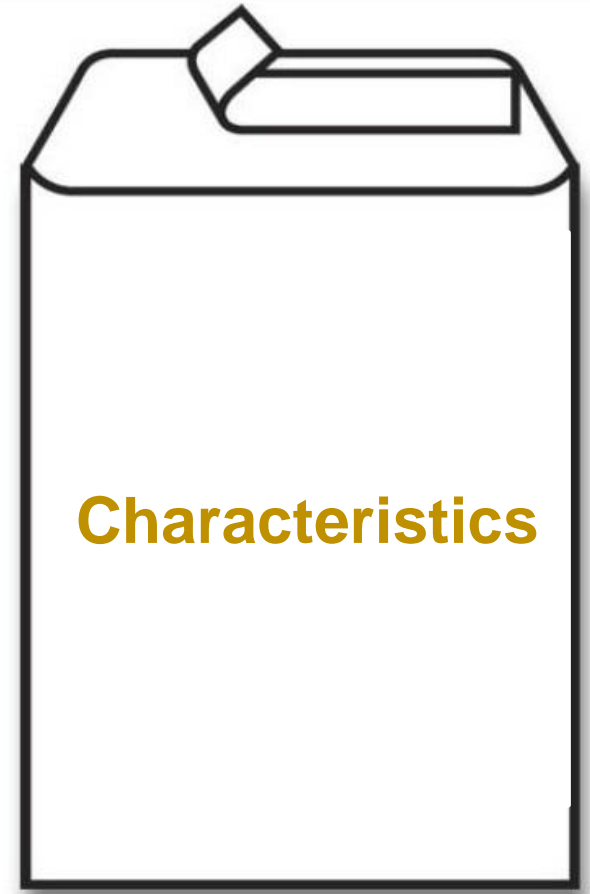


Advantages

Statements that **describe features** about your product;

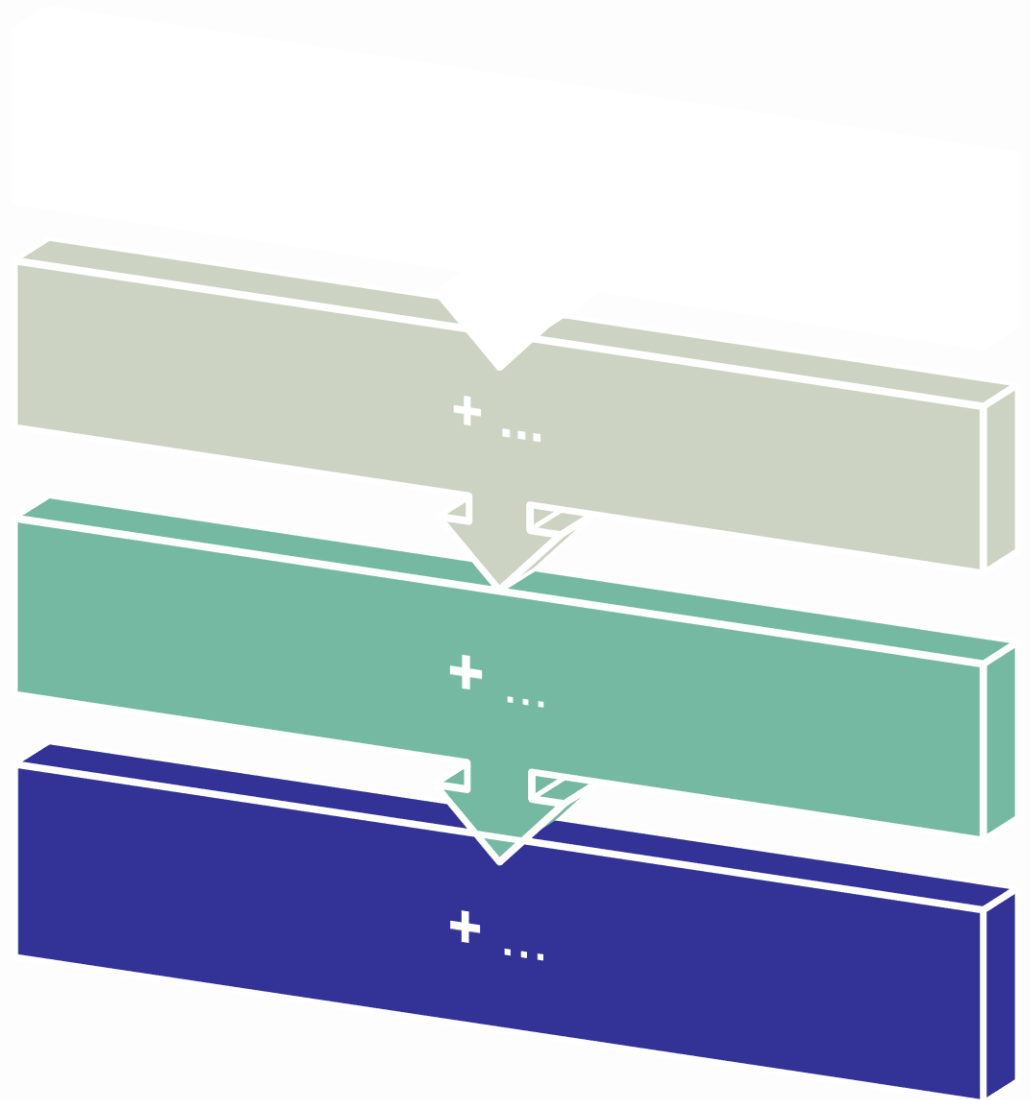
Statements that are **unconvincing**;

The more **features** of the **product** are presented, the more likely the **customer gets bored**.



Application

Make a list
of **3** most
powerful
advantages
that you
can offer.



Role play game

How do you write an email in order to receive a **prompt answer**?

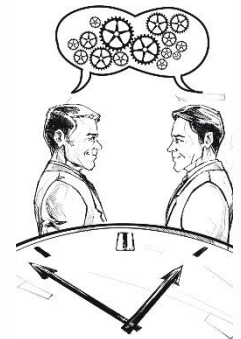


Person
A



Constructive Feedback
1&1 All/1

Persons
B, C, D



3. How do you make a positive phone call?



Role play game

How to make a **successful call?**



**Person
A**

Constructive feedback
1&1 All/1

**Persons
B, C, D**



How to make a call successfully?

Who are you?



How to make a call successfully?

Who are you?

1. Your name
2. The name of the company
3. Your job

5 seconds



How to make a call successfully?

Who are you?

5 seconds

Tell a story



How to make a call successfully?

Who are you?

5 seconds

Tell a story

15 seconds

Differentiate yourself (Be unique!)
(1-3 advantages)



How to make a call successfully?

Who are you?

5 seconds

Tell a story

15 seconds

Request



How to make a call successfully?

Who are you?

5 seconds

Tell a story

15 seconds

Request

10 seconds

Why did you call?



How to make a call successfully?

Who are you?

5 seconds

Tell a story

15 seconds

Request

10 seconds

10 seconds

Why did you call?

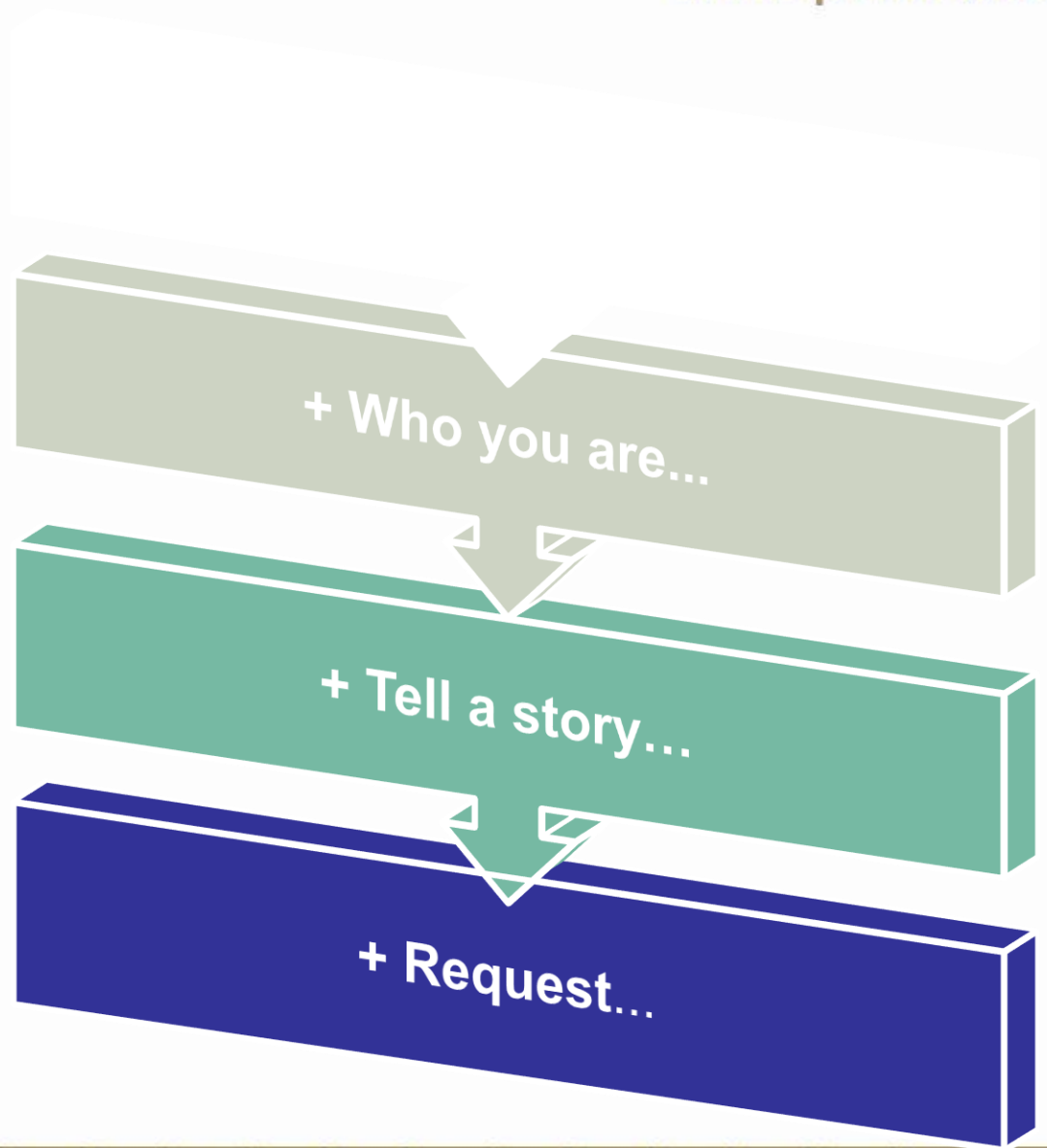
What do you want?

How can we help?



Application

The **35-second** speech that will **bring** you a **meeting** scheduled



Role play game

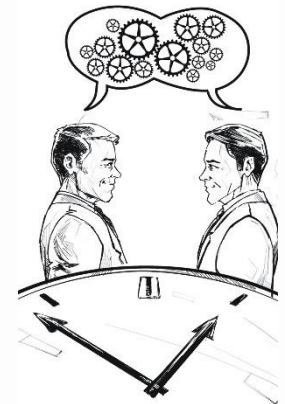
How to make a call successfully?



Person
A

Constructive Feedback
1&1 All/1

Persons
B, C, D



Tips for a highly productive online meeting

Smile;

Stand up if this helps you;

Dress nicely;

Listen twice more than you talk;

Finish the conversation with **“THANK YOU!”**;

Hang up the phone / leave the online meeting after the **client**;

Be HAPPY!;

Tips for a highly productive online meeting

Example:

- A. Which option out of these two is better for you?
- B. Is this what you are looking for?
- C. Thank you for your request. In order to serve you better, may I ask you several questions?



Premi
In You We Trust

TRAINING
FOR
MANAGEMENT
SALES
IT

 Recruiting

 Team Building

 Training

 Audit, Accounting and Payroll

 Strategic Marketing

 Consultancy

Thank you!

SEVERIN SÂNZIANU

+40 735 519 633

severin@premian.ro