

How well do you Work your Network? Testimonials:

“Marie Farrugia was engaged as the MC and speaker on networking at my event, “Women Living with Passion & Purpose: Making it Happen” on 27 Saturday, where there were about 140 women in attendance.

She was pro-active in recommending solutions and ...I’ve never seen this before ... FOLLOWED UP in a timely and creative manner, which I found to be absolutely refreshing, especially given that I am a stickler for such communication! More importantly, Marie made herself accessible at all times which made my job much easier.

In this instance it was my first event therefore Marie was of tremendous value to me in facilitating this event, in a number of ways:

- Providing input on “introductions” on the day;
- Creating a running sheet;
- Ensuring that all the speakers kept to their times by using “time cards”;
- Using colorful maracas to alert attendees that it was time to return to the auditorium;
- Being a wonderful hostess on the day and not just an “MC” ... engaging attendees;
- Looking professional and stylish on the day which helped with the branding of the event;
- Being thoughtful, positive and encouraging and helping me to handle my stress levels leading up to the event and on the actual day; and
- Following up with a media contact which ensured that the event received important media exposure.

Marie is an absolute professional and I certainly learnt a lot from her. I can’t praise Marie enough for her diligence and work ethic and have no hesitation in recommending her to other clients.”

Maria Kolaitis, Founder, Eyeliner Events

“Marie's presentation at the September BizWin breakfast was refreshing. As an events coordinator it was a joy to sit back and learn from someone who had a very clear, simple message about how you can network more effectively. All too often people are a little uncomfortable with the term 'networking'. Visions of people pushing their business cards at you and trying to get as much out of you as possible before they raced onto someone else, comes into their minds.

Marie very quickly quashed that thought. Her belief and understanding of effective networking is a win/win situation where there is mutual benefit gained by all parties and the benefit doesn't have to be business related. It is about building long-term relationships, and that could mean sending someone an article or information that you know they would be interested in on a personal or professional level. Marie left us with the five steps she uses to network effectively and I can guarantee she certainly walks the talk.

Thanks, Marie for a great presentation.”

Barbara Keyte-Berndt, Founder, BIZWIN

“While your passion and your enjoyment of what you do shone through, you were also highly organised and the content was a well-structured blend of information, examples and personal anecdotes and audience interaction. And the fact that you were happy to admit that you did not always get it right yourself make you far more credible and “real”.

Networking is obviously a topic of great importance to all businesses, and I’m sure your insights and practical tips not only enlightened our members, but also inspired them to be more relaxed and effective in building such relationships.

Once again, many thanks.”

Anthea Bibby, Maroondah HomeBiz Committee

“We were delighted to have you on board at our last educational - the feedback on the night, and since, has been fantastic (One member summed it up as "all of our educational events should be like that"). Everybody was on a real high following your presentation and hopefully some of it has permeated through our members’ day to day approach.

We were particularly impressed not just with your significant understanding of the subject you were presenting but also with the way you facilitated it. Your message delivery was clear, the interactions engaging and the whole subject conveyed with an inspiring confidence.

At ISES we place extremely high emphasis on two things – increasing the ability of our members to deliver their specialised field of expertise to the market place and making sure every event we produce or are involved in is truly “special”. Your contribution at our March event was a major success on both counts. Well done!”

Anthony Key, Chapter President – ISES Melbourne (INC)

Participants’ responses to this popular presentation have included:

“I picked up some great tips, which I know will come in very handy, so thank you very much.”

“I particularly like the concept of planning why we go to network meetings. I will use the targeted approach from hereon and expect to gain a lot more from the meetings.”

“Your presentation has changed the way I perceived what networking is all about! I must say I see myself as self-centred at networking... it's all about me, and me only! You have explained to me in clearer terms what networking is... building relationships and trust with other like-minded people. You are a contribution to me and what I stand for my business. Thank you!”

“Looking forward to putting more of those into practise! Have already done my F words from last night!”

“Thanks for your presentation last night – I found it very interesting. I am conscious that Follow-up is required, but it is so easy to let it slip. You have brought it to the forefront again, so thanks for that.”



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