



# The Art of Networking Revealed at CIPD Event

Event name: Positive Psychology and Coaching Event Date: 7th April 2011

Mere Golf and Country Club was the venue for the Positive Psychology and Coaching Event, where networking guru Will Kintish gave an action packed keynote seminar entitled "How to become a confident and effective networker". The free event, the first event of the year by the Altrincham Group, was hosted by Olive Strachan of training specialist OSR Ltd. An inspiring venue choice, Mere's history dates back to the 12th century, when it was recorded as the home of one Robert de la Mere and earned a mention in the Domesday Book. The event had an excellent attendance of over seventy, with many attendees choosing to use the evening to introduce new contacts to the Chartered Institute of Personnel and Development circle.

Getting the evening off to a thought provoking start were speakers Dr Claire Harris, a chartered occupational psychologist and executive coach specialising in leadership development, assessment and coaching, and Dr Penny Cortvriend, a chartered occupational psychologist working as an organisational development manager in the NHS.

"In the current economic climate it's easy for us to focus on negative emotions", they said. "Yet at the same time focusing on our strengths and positivity can be incredibly motivating. Simply asking ourselves 'what's going right?' can help us to refocus on what we are good at and harness that strength to achieve our goals."

The audience really embraced the workshop and Q&A session afterwards. No surprise given that chocolates were the reward for certain key tasks!

Following this delicious diversion, Will Kintish took to the stand, and the man known as the King of Networking gave the audience a taste of his unique presentation and razor sharp wit. Since leaving accountancy 10 years ago he and his associates have presented to over 55,000 professionals across Europe, helping people unused to networking to become effective and confident at forging new business contacts and relationships. "Working a room and following up opportunities is uncomfortable for most people and particularly for those who generally aren't involved in business development as their main role" explained Will.

The audience at the Mere event lapped up Will's insightful tips, techniques and role play examples, trying to keep up with him as he led by example and paced around the room, interacting with all the guests! Feedback was overwhelmingly positive, with attendees praising the organisers for an event that was "refreshing", "informative" and "memorable".

Maria Hadfield, Director of Quill Pinpoint commented "What a beautiful evening and a lovely setting at The Mere Golf and Country Club for the recent CIPD event. As a



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practising Coach I was really looking forward to the 'Psychology and Coaching' session with Dr Claire Harris and Dr Penny Cortvriend, and I wasn't disappointed. The session was a mixture of very helpful information and in particular I enjoyed the practical audience participation. The experiment that comes to mind immediately and which I will definitely use in practise was the meditation exercise. It is difficult to explain what meditation means to different people but Claire made it so simple and enjoyable and certainly got the message across. I can still imagine looking at the chocolate in the shiny wrapper, smelling that delicious chocolaty smell and then taking off the wrapper and being allowed to finally pop it into my mouth, Mmmmmmmmm it was heaven, I don't think I have ever enjoyed eating anything as much and hey presto that was all I thought about for those few minutes. Absolute magic. I did cheat very briefly and opened my eyes for a split second to witness the whole room completely and utterly captured by the moment. Oops, wakey, wakey I almost slipped back into that meditating state."

For Olive Strachan, incoming CIPD Deputy Chair and organiser of the Mere event, it was an enormous success. "The numbers far exceeded my expectations", she said. "Ideally the event could have been even longer – there was definitely the demand for it, as guests were enjoying it so much that we over ran a little! I'm very pleased and both the CIPD and OSR teams worked well to achieve a successful event"

The final word on the evening came from Marion Flaherty, CIPD Chair "The recent networking event held at Mere Golf Club was well supported and Will Kintish provided an entertaining, yet informative and interactive session. The networking skills that Kintish promote can work equally well for both the employed and self-employed so hopefully our members in attendance will have left the evening with the full intention of utilising at least one skill they picked up on the night. If each member takes one thing away from each event we organise then it makes the work that our volunteer committee members provide, extremely worthwhile. A big 'thank you' to Will for supporting the CIPD Manchester Branch and for an excellent presentation."



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### Notes to Editors:

Olive Strachan Resources offers one of the region's largest networks of CIPD (Chartered Institute of Personnel Development) qualified training consultants, with over 50 years combined experience across a variety of training consultancy projects, providing all manner of training courses for all types of businesses.

Based at the Triangle in city centre Manchester, Olive Strachan's vast experience in the training field and high standards meant her company was chosen by the Commonwealth Games team in Manchester to train volunteers on how to deliver excellent customer care to Manchester's visitors. Most recently she has been delivering top tier management training for The British Council United Arab Emirates. OSR Ltd has evolved into a Global Training Provider, attracting clients from Germany, Switzerland, Bosnia, France, Portugal and Oman.

For further information please visit [www.olivestrachan.com](http://www.olivestrachan.com)

### Additional Information - Below are quotes via emails and CIPD feedback form:

1. "Thank you for your vibrancy and warmth!"
2. "Very good – lots of useful information."
3. "Networking very relevant."
4. "Great to combine 2 speakers – saves time and get the most out of the night off."
5. "Will – entertaining and memorable. Great at 'working the room'."
6. "Top event!"
7. "Really enjoyed the session of positive psychology – will be accessing all the websites and downloading copies of handouts."
8. "Refreshing – informative and enjoyable – thank you."

**For further media information on Olive Strachan Resources please contact:**

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