

# 2018 BLOCH EXECUTIVE SERIES

## Building Better Relationships Through Networking

Tuesday, June 5 | 9AM – 4PM

### What You Will Learn

How do you feel about networking? Are you energized by the prospect of meeting new people? Or, does the very notion send you into fits of panic? Would you characterize yourself as an active networker? Or, are you unsure of where to begin, concerned that you might be asking too much of others? While at times, networking may feel intimidating, stressful or awkward, now is the time to sharpen your networking skills, utilize this powerful tool, and connect with others.

Alana Muller will share an overview of her concept, Coffee Lunch Coffee – an accessible, relevant, immediately actionable approach to professional networking. The course reveals strategies for building more meaningful, more authentic professional connections by establishing and nurturing mutually beneficial, long-term relationships.

### Key Topics

- Understand the fundamentals of professional networking;
- Identify key connectors presently in your network;
- Consider others in your community who you wish to add to your relationship base;
- Feel prepared to engage in meaningful conversations during networking interactions.

### Who Should Attend

This course is for any professional, at any level, interested in connecting with others, getting involved in their community, seeking to advance their career or looking to build social relationships.

### About the Instructor



**Alana Muller** is an entrepreneurial executive leader whose primary focus is to connect, inspire and empower community. She is the former President of Kauffman FastTrac (a division of the Ewing Marion Kauffman Foundation), a global provider of training to aspiring and established entrepreneurs, providing them the tools, resources and networks to start and grow successful businesses. Additionally, Alana spent a number of years as an executive with Sprint Corporation serving in a variety of general management roles, including marketing, talent management, corporate strategy and wireless data product marketing. Today, Alana is founder and CEO of Coffee Lunch Coffee where she is a Networking speaker, workshop facilitator, coach and author. Alana is also the Community Director for American Public Square, an organization that brings together non-like-minded people to engage in civil conversation about controversial topics. Alana is Community Director for American Public Square, an organization that brings together non-like-minded people to engage in civil conversation about controversial topics.

**Transforming Talent is our Business.** [Register online](#) or learn more about taking your company to the next level by calling 816-235-6184.

**BLOCH EXECUTIVE EDUCATION**  
at the UNIVERSITY OF MISSOURI-KANSAS CITY