



## 21<sup>st</sup> CENTURY WOMEN'S ENTREPRENEURSHIP & LEADERSHIP

ANNUAL CONFERENCE

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### From Small Talk to Big Opportunities: Mastering the Art of Business Networking

In today's fast-paced business world, networking has become essential for professionals looking to advance their careers and expand their opportunities. However, for many people, the prospect of small talk and mingling with strangers can be daunting. This talk, "From Small Talk to Big Opportunities: Mastering the Art of Business Networking," will provide attendees with practical strategies for building meaningful connections and creating valuable opportunities through effective networking. The talk will begin by exploring the basics of small talk, including tips for making conversation and how to leverage small talk to create bigger opportunities. The speaker will then delve into the key strategies for effective networking, including setting goals for networking events, approaching new people, building rapport, and following up with contacts.

In addition, the talk will address common networking challenges and provide strategies for overcoming shyness, nervousness, and awkward situations. Attendees will also learn how to leverage technology tools for networking success, including social media and online networking platforms.

By the end of the talk, attendees will better understand how to navigate networking events confidently, build strong and lasting connections, and create new opportunities for their careers or businesses. The speaker will conclude with a call to action and a Q&A session to help attendees put their newfound knowledge into practice.

### Biography

Omu is a transformational leadership expert who delivers high-energy keynote presentations that challenge audiences to leverage their values and pay attention to what matters most at work and in life. Audiences love her practical strategies they can apply personally and professionally.

She has a knack for making meaningful connections with audiences and insatiable appetite for helping others maximize their potential, Omu knows how to

### Omu Olisa Obilor FIMC, Nigeria

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rock a platform, connect with a crowd, and provide training so that others can effectively do the same.

Omu's down-to-earth humor compels audiences to laugh while they learn. She engages groups from the moment she steps in and leaves them with empowering tools and focused mindsets that they will use long after the lights have gone out on the event.

Omu is passionate about people, leadership, and successful businesses. She is especially inspired to help people take their careers – and themselves – to unprecedented levels.

A founding member of the John Maxwell Team, A neuroencoding specialist, TEDx Speaker as well as the Executive Director and National Trainer for Business Network International (BNI) amongst others. She leverages on her NLP and brain health certifications to create ground breaking transformations.

Omu has spoken on different world stages on various issues based on her extensive expertise. She is an Executive Contributor in Brainz Magazine a global digital magazine focusing on exclusive interviews, articles and information on entrepreneurship, personal development, leadership and lifestyle.

She has been trained and mentored by some of the world's best like Les Brown, Joseph McClendon III, Paul Martinelli John Maxwell and Ivan Misner.

She has spoken at different international conferences and summits globally. The Neuroencoding Institute Conference in Las Vegas, BNI global team workshop and several others.

Through the nonprofit Children Living With Cancer Foundation where she sits on the board, she has touched the lives of children and families with children living with cancer. Whilst mentoring women and young girls through her executive position on the Global Women Connect and Global Give Back Circle respectively.

Omu lives, plays and works in Lagos, Nigeria and on stages around the world, working alongside her world-class team committed to helping people achieve success.