



Charles D.A. Ruffolo - MPA, The NetworKing in Enschede again!



Learn how to effectively energize your network?

On **Tuesday 26th April 2011** Charles Ruffolo, The NetworKing, Professional Networker, Trainer, Speaker, Writer and Publisher, will be presenting again two inspiring Network training sessions in Enschede, in cooperation with Anne Marie Westra from EPLÚ Management Support - professionalism in management support.

Whether or not realize it, you already Network. Everyone does. It's a birthright, a given, the silver spoon you may not know you have. The question is: Do you know how to maximize your Network to benefit both your lifelong circle of connections?

The training session **Communicate To Your Network** focuses on getting the message across very clearly and effectively to your Network.

Negotiating is unavoidable. Everyone does it, every day and all the time. Negotiating is a life skill that begins the moment you first sound off with a baby cry . . . it's the sound that gets everyone's attention, so why stop there? **Negotiating With Your Network** is a training session focused on how to negotiate with your Network in a proper manner.

TRAINING PROGRAM

Charles Ruffolo's training courses, that will be held this Spring in Enschede again, contain two training sessions, which can be attended combined or separately.

COMMUNICATE TO YOUR NETWORK

Date Tuesday 26th April 2011
Time 09.30 am - 01.00 pm (incl. break)
Place Enschede, Eden Hotel De Broeierd
Price * € 50,-, plus VAT, including certificate and
 The NetworKing 'Ruffle Shuffle' card game

This session focuses on getting the message across very clearly and effectively to your Network. Communicating accurately, specifically, stated as simply as possible, by using the right language and without hidden meanings.



Training session Communicate To Your Network

09.15 - 09.30	Reception
09.30 - 09.40	Welcome and introduction
09.40 - 10.30	Communicate theory
10.30 - 11.00	Communicate in practice
11.00 - 11.15	Break
11.15 - 12.00	Communicate in action (exercises, interviews)
12.00 - 12.40	Communicate To Your Network with The NetworKing 'Ruffle Shuffle' card game
12.40 - 12.55	Questions and answers
12.55 - 13.00	Closing

NEGOTIATING WITH YOUR NETWORK

Date Tuesday 26th April 2011
Time 02.00 - 05.30 pm (incl. break)
Place Enschede, Eden Hotel De Broeierd
Price * € 50,--, plus VAT, including certificate and The NetworKing 'Ruffle Shuffle' card game



This training consists many techniques that will improve your negotiating skills and give you the results you are looking for. We carry that skill with us our whole life... we just have to polish it up!

Training session Negotiating With Your Network

13.45 - 14.00	Reception
14.00 - 14.10	Welcome and introduction
14.10 - 15.20	Negotiating theory
15.20 - 15.35	Break
15.35 - 16.25	Negotiating in action (exercises, interviewing
16.25 - 17.15	Negotiating With Your Network with The NetworKing 'Ruffle Shuffle' card game
17.15 - 17.25	Questions and answers
17.25 - 17.30	Closing



Get inspired by The NetworKing en register for these Networking training sessions through <http://www.thenetworking.com/pages/Products+Training.html>, or email Anne Marie Westra from EPLÚ Management Support directly: annemariwestra@e-plu.nl

*Participants to both training sessions will be served lunch at 01.00 pm (included in the price).

*Participants to one training session can join lunch too - before or after their training - for the special The NetworKing price of € 11,50.

* Early birds, who register for both training sessions before 15-03-2011, will receive a discount; Total price will be € 75, --, excluding VAT.

About Charles D.A. Ruffolo

After Charles D.A. Ruffolo met his Dutch wife, Herma, the American soldier exchanged his hometown of Pittsburgh, Pennsylvania, for The Netherlands.

He served and retired after 20 years from the military and is a graduate of the United States Army Sergeants Major Academy and served as a Battalion Sergeant Major. He earned his MBA/MPA degree in his free time in the military and fine-tuned his natural talent for linking (networking) common interests.

These items created the capital for The NetworKing BV. Ruffolo is a Professional Networker, International Speaker, Trainer, Author and Publisher who has spoken in ten countries, presents over 150 times each year and has licensed his NetworKing concept into China, Turkey, Portugal, Spain, Belgium, USA and the Netherlands. He is an active member of various business clubs and serves on numerous business clubs and boards (Membership Committee American Chamber of Commerce in the Netherlands, President of the Amsterdam American Business Club, Advisory Board/Partner Big Improvement Day and Founder of the Giving Back Foundation).

He has enriched our business environment with his talents as a professional networker. In fact, he has developed networking into a new science and the foundation of a flourishing company. In addition, he provides training courses in his field to groups and companies. Also, thanks to his knowledge of networking, which is one of the oldest professions in the world and to his inspiring enthusiasm, he is in great demand as a guest speaker. Charles Ruffolo has used the power of Internet technology to demonstrate that NetworKing is truly a business of daily necessity by starting The Network Clubs which have thousands of members around the global.

Charles has arranged for the Honorable William Jefferson Clinton, 42nd President of The United



States to visit The Netherlands in 2002, 2004 and 2006. Additionally, Charles has successfully worked personally to bring the Dutch Postcode Lottery together with President Clinton's Foundation which donates 1.5 million euro per year for five years to his Foundation.

He has established and developed the partnership between the Dutch wind energy company, Emergya Wind Technologies (EWT) and the Clinton Global Initiative. In 2007, he successfully

negotiated a Primary Sponsorship of the Annual meeting in New York City on behalf of EWT. Not only did he succeed in a Sponsorship, but he has also been instrumental in the commitment made and the future partnership between President Clinton and EWT.

In addition to the relationship developed between President Clinton and EWT, he was also successful in bringing together General Wesley K. Clark and EWT into a business working relationship.

Using his personal networking skills he brought Sir Richard Branson (Virgin) and Henk Keilman (RIG Investments) together which has developed into a business relationship focused on sustainability investments.

Another success story is the establishing a business relationship with Stedman Graham who has a



splendid career as an international renowned diversity and leadership specialist. Charles worked hand-in-hand with the Netherlands organization The King Foundation/DutchVersity to build a unique partnership with The King Center and Stedman Graham. Additionally, Ruffolo successfully established the Stedman Graham Nyenrode Giving Back Scholarship for a deserving student in the Netherlands.

And recently, Charles successfully arranged and coordinated for the Government of Aruba former Vice President of the United States of America, Al Gore to headline their 'Green Aruba' event.

With his in depth NetworkKing knowledge and skills Charles has established The NetworkKing Academy at the top business school in Netherlands, Nyenrode Business University. This is the first NetworkKing Academy of its kind in the world. The three month program enhances the individual's personal skills while developing their capabilities to become Network Wiser.

Ruffolo's philosophy about Networking is that it's a value system, built on trust, respect, honesty, integrity and making things happen with a lot of enthusiasm. That it's a 'give and take' process with people with whom you have a direct or indirect relationship. Mutual interests support this process and finding the common ground is the key to Networking.

Networking enables you to go directly from A to Z and skip the usual path through B to Y.

Charles's has written a book on Networking - '*Network Your Way to Success*' recently published in Dutch entitled '*Netwerk Je Weg Naar Succes*' and he has created a NetworkKing card game called the '*Ruffle Shuffle*'.

Charles and Herma have been married for thirty years.

NetworkKing is not WHO you know that counts, but WHO KNOWS YOU!

WHO YOU KNOW is not as important as WHO KNOWS YOU!

