



## N.A.K.E.D. NETWORKING®

**N.A.K.E.D. Networking®** is a high-energy, story-driven keynote packed with real-world examples that keep participants on the edge of their seats. The **NETWORK SMARTER** framework outlines three core practices—**Mindset, Mistakes, and Marketing**—inviting audiences to view networking through a new lens and rethink how they present value when building and sustaining mutually beneficial relationships. Kari Mirabal introduces the easy-to-remember **N.A.K.E.D.** acronym—**Neglect, Afraid, Knowledge, Engage, and Dedicate**—helping audiences recognize and overcome five common networking mistakes to move conversations, and opportunities forward with confidence and clarity.

## TOP AUDIENCE TAKEAWAYS

- **Reframe** limiting mindsets that quietly hold networking back
- **Identify** the five N.A.K.E.D. networking mistakes—and how to pivot past them
- **Apply** simple marketing strategies to present value and build mutually beneficial relationships





## **CAREER DATING: HOW TO “DATE” YOUR CAREER AND FALL IN LOVE WITH WHAT YOU DO (AGAIN & AGAIN)**

CAREER Dating™ connects the dots between romance and career growth — because things like timing, confidence, and follow-up can drive success (or failure) in both. Inspired by Kari Mirabal's popular [TEDx Talk](#), this keynote reframes how professionals approach opportunity. Ready to ask for the promotion? The training? The honest conversation you've been avoiding? Drawing from 15+ years in IT recruiting, Kari exposes common career habits that quietly sabotage momentum and replaces them with simple shifts that create traction—whether you're chasing advancement within your organization or eyeing a completely new role. This high-energy experience helps audiences spot career “red flags,” make smarter decisions, and claim their seat as CEO of their career—so they quit waiting for permission and start leading on purpose.

### **AUDIENCE TAKEAWAYS (That Actually Matter):**

- **Recognize** the career “red flags” that quietly stall momentum—and learn how to pivot fast.
- **Apply** proven dating strategies to build traction, visibility, and confidence in your career moves.
- **Own** your role as the CEO of your career with clear next-step actions.





## LINKEDIN GRAVITY: HOW TO ATTRACT—NOT CHASE—OPPORTUNITIES

This keynote takes a no-nonsense look at the biggest LinkedIn myths holding some professionals back (spoiler alert: it's not just for job seekers or people pitching something). Kari's edgy style and humorous perspective debunk common myths—prompting audiences to recognize opportunities most people miss. This is not a boring "point-and-click" LinkedIn training. Instead, the session challenges audiences to view LinkedIn through a different lens—one focused on building and sustaining powerful, authentic relationships. Participants learn ten profile "must-haves" that drive visibility and credibility, along with a proven three-step networking strategy to stay organized and work from a clear plan of action. Designed for busy professionals, the keynote introduces practical ways to build and sustain powerful connections in 15 minutes or less a day—empowering employees to **NETWORK SMARTER**, extend company culture online, and identify connections with the potential to turn into long-term opportunities.

**WARNING:** This experience isn't for everyone—it's for professionals bold enough to challenge dated habits and stop leaving opportunity on the table.

## AUDIENCE TAKEAWAYS (That Actually Matter):

- **Discover** LinkedIn myths and spot hidden opportunities
- **Modernize** LinkedIn profiles using 10 proven "must-haves"
- **Build** authentic business relationships with a simple 3-step networking strategy

