

# Get In the Flow

Flowwork is an organization that works with individuals, organizations and communities to develop their social capital and, more importantly, increase their ability to access social resources. We've designed a systematic process for increasing access to social resources through increased awareness of your network and the development of win-win relationships.

We'll teach you how to manage the social networking process and organize your contacts in one central fish-bowl. That means no more swimming alone.



Visit our Web site to sign up for Flownotes, our monthly newsletter. Stay up-to-date with the world of social capital and maximize your potential as a social explorer!



Flowworks founder Dr. John-Paul Hatala is available for speaking engagements nationwide. If you are interested in booking him for an on-site speaking engagement, please call 1-877-FLOWORK or email us at [info@flowork.com](mailto:info@flowork.com) to discuss your needs.



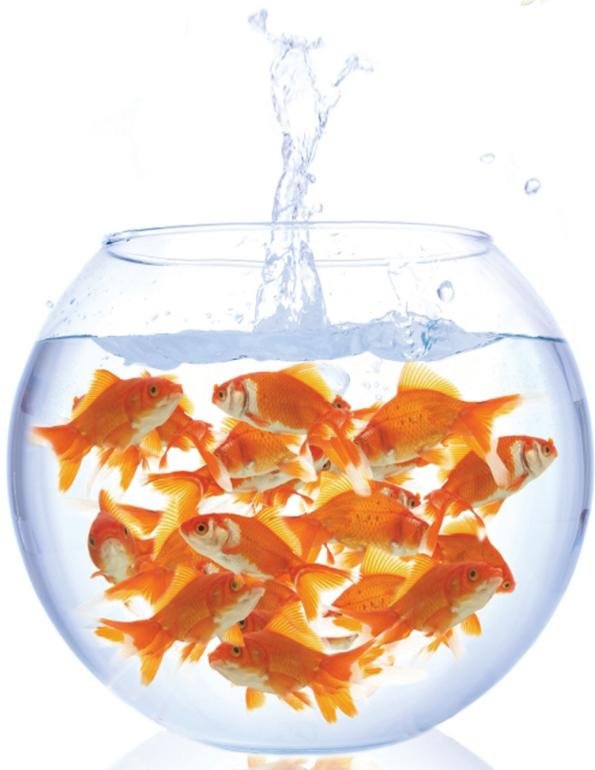
# Go Where The Fish Are.



## Network Smart.



Find greater  
access to  
resources  
when there are  
more fish in  
your bowl...



Flowwork's approach is unique to traditional networking methods and involves two main areas of concentration. First, we examine an individual's or group's social structure to determine the potential value. Second, we work on modifying networking behavior. Typical networking programs tend to focus only on the second area.

We offer:

- Turn-key Social Capital Development Programs
- Customized Social Capital Development Programs
- Individual Social Network Audit tools
- Social Network Analysis
- Social Accessibility Assessments
- Strategic Job Search Management Programs
- Keynote Addresses
- Coaching/Consultation
- Mentoring Programs

We've helped people in a number of different sectors, including:

- Private and Public Industry
- Community Development
- Career Development
- Higher Education/K-12
- International Development
- Small Business
- Real Estate
- Insurance Industry
- Financial Institutions
- Disability Programs
- Military
- Government

the flowwork formula:

$$SC(KAU) = SI$$

In the formula, SC stands for Social Capital, where SC exists as a natural occurrence in society (relationships are developed despite our intentions to create them) and rest in a dormant state. It is not until SC is linked to a goal or objective that it is activated and generates social income (SI). However, in order to generate SI, an individual must become Knowledgeable (K) about themselves and their network, gain Access (A) to the opportunities which exist within the network and actually Utilize (U) the relationship to accomplish a goal.



For more information,  
call 1-877-FLOWORK or  
visit [www.flowwork.com](http://www.flowwork.com)