**Circle of Influence**

Expand your professional network exponentially in 15 minutes or less with this fun, fast-paced icebreaker.

| Type | Icebreaker |
| --- | --- |
| Purpose | Interpersonal team building |
| Topics | Teambuilding, communication, networking, fun |
| Audience | Clients |

## **About this activity**

According to a study by HubSpot, **100%** of professionals surveyed believe face-to-face interaction is vital to maintaining long-term business relationships.

Circle of Influence is a perfect way to kickstart face time with clients and build rapport that will form the foundation of ongoing business relationships. This activity gets participants out of their seats and actively networking with other clients, where they will meet each other, exchange information, and make meaningful connections.

Circle of Influence works best with groups of 10 - 100 participants in an in-person setting. The activity can be adapted to larger groups by dividing participants into multiple circles.

#### Important details

| Best for groups of | 10-100 |
| --- | --- |
| Preparation time | 2 minutes |
| Duration | 10-20 minutes |
| Required materials | * None
 |
| Required location | * Indoors or outdoors
* Open space to form standing circles
 |
| Noise level | High |

## **How it works**

#### Instructions

Before conducting the activity (2 minutes):

The facilitator will review the instructions.

Conducting the activity:

Introduction (3 minutes):

The facilitator will gather participants into two large evenly divided circles, one inside the other and facing each other. The facilitator will instruct the participants to quickly introduce themselves. When they are finished with their introduction, those in the inner circle will rotate right and those in the outer circle will rotate left until all participants have met.

Participant Introductions (5-15 minutes, depending on number of participants):

During this time, participants will make introductions and rotate in their circles until everyone has met. The facilitator should ensure the process moves quickly and remind talkative participants to keep intros brief.

Wrap-Up (2 minutes, depending on number of participants/groups):

The facilitator guides participants back to their seats.

#### Rules

All participants are given the opportunity to meet each other.

Business cards may be passed out during the introductions.

#### Example

None

## **Materials**

#### For facilitator

None

#### For attendee

Business cards, if applicable