



## Rainbow Networking

On arrival, each delegate will be asked to select a colour from the rainbow, so there will be seven colours:

1. Red
2. Orange
3. Yellow
4. Green
5. Blue
6. Indigo
7. Violet

There will be seven labels of each colour.

In the meeting room, there will be seven tables each marked with the same colours. Delegates will be invited to sit at their respective tables which will also be numbered 1 to 7.

Delegates will be instructed to prepare a short introduction – an elevator pitch. Each person on the table will present their pitch in a sequence /allocated by the facilitator. On completion of the elevator pitches [3½ minutes if everyone sticks to the rules], delegates will be given a further 11½ minutes [15 minutes total] to discuss amongst themselves how they might be able to co-operate or help one another. If the conversation dies, then they will undertake a task which is dependent on the colour of the table.

- Red** typically is the stop/turn- off colour - so each member of the group quickly tells what is the one thing (that they can disclose in public) that is really a turn off to them.
- Orange:** is the motivation colour - what motivates them
- Yellow:** is the inspiration or creativity colour - what was the best idea they've had
- Green:** is the money colour - what they plan to do for money, or the dumbest thing they ever did for money.
- Blue:** is the sky's the limit colour - what is your favourite fantasy about your future
- Indigo:** is an odd, or different colour - what is the most daring thing they ever did.
- Violet:** is the colour of royalty - if you were ruler of the universe for a day - what is the first thing you would do?

On a signal from the facilitator, delegates move to the table with the number that matches the order in which they presented at their table – the first moving to table one etc. This means that one person on each table stays where they are. The process is then repeated.

If there are 49 delegates, then each person is guaranteed to meet at least 12 other attendees.

## Preparation

1. Set out seven tables in cabaret style – preferably round.
2. Allocate a colour of the rainbow to each table and position a central indicator of that colour on the table.
3. Deal out one card of each of the colours of the rainbow to each table.
4. If possible allocate a facilitator to each table – if this is done, the facilitator should sit in the position with the card which matches the table's colour.
5. Allocate a table colour to each delegate on arrival.
6. Allow some time for general chat and collection of food etc.
7. When sufficient numbers have assembled, ask delegates to take their places at the table appropriate to the colour they have been allocated. [Note it will make sense to forewarn the facilitators if used so that they can make their way to their table before the bulk of the delegates arrive.]

## Process

1. Delegates are allocated 30 seconds minutes to give an overview of themselves [and their business if appropriate] to the other delegates at the table.
2. They may had out business cards if they feel it is appropriate but there should be no pressure to do so.
3. Delegates speak in rainbow order – Red, Orange, Yellow, Green, Blue, Indigo, Violet
4. Time is managed by the person due to speak next, or in the case of Violet, Red.
5. On completion of the round of introductions – open discussion can follow for the rest of the time available until the overall faciliator calls a close or asks delegates to move on.
6. If time permits after the first round delegates move to the table matching the colour they have just used.
7. The order of speaking at the second table should use the colours of the table from which the delegate has just come – there should be one delegate from each.
8. If the conversation lags, then the facilitator can either build on what has been said or use the questions on page 1 to encourage debate.