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Working the Net: A Practical Guide to Business Networking

By Simon Bozeat

Createspace, United States, 2013. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Our Best Business Networking How To Book In the 21st Century building relationships using a business network has become the norm for generating new leads and clients for your business Based on a research program spanning several years, each chapter In this book has stories, how-to s, how-not-to s, techniques and age old secrets of people who have built an exceptional business to business network of talented, influential and powerful people to help them to the top of their chosen profession. In This Book You Will Discover: What business networking is really all about (Hint: it s NOT going to endless business clubs The 5 common mistakes made in business networking that turn people OFF from helping you The 3 things you absolutely MUST do with business networking that will put you ahead of the pack 3 ways to motivate people to become advocates that actually feel obliged to sell for you! How to prepare for a formal or informal networking event and what to take with you 5 essential skills to work a room and make sure...



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