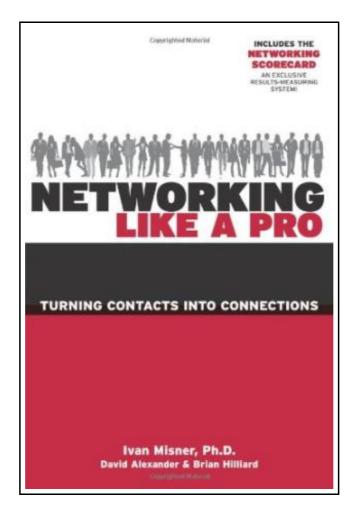
Networking Like a Pro: Turning Contacts Into Connections



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Reviews

Extremely helpful to all type of individuals. It really is basic but excitement inside the 50 % of the pdf. Its been designed in an remarkably basic way and is particularly only right after i finished reading through this book in which basically transformed me, change the way i believe.

(Agustina Treutel)

NETWORKING LIKE A PRO: TURNING CONTACTS INTO CONNECTIONS



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Entrepreneur Press. Paperback. Book Condition: New. Paperback. 240 pages. Dimensions: 9.0in. x 6.1in. x 0.7in.Networking master and New York Times bestselling author Dr. Ivan Misner along with David Alexander, and Brian Hilliard teach entrepreneurs how to master the art of networking. Introducing an exclusive resultsmeasuring systemthe Network Scorecardthis powerful guide motivates entrepreneurs to reach quality prospects, leverage new and current contacts, prompt ongoing referralsand ultimately, boost their client base and their bottom line. With this powerful guide, eager entrepreneurs uncover undeniably effective networking techniques for building, reviving, and growing their business. Following the action plans provided, entrepreneurs learn key networking strategies including how to build their social capital, farm (not hunt) relationships and referrals, leverage the four major streams of their networking river, track the results of their efforts, and more. Entrepreneurs also discover how to enhance their networking efforts with new media tools, helping them reach new levels of referrals, free promotion, and connection with their clients. With the insight and direction provided by networking champions Dr. Ivan Misner, David Alexander, and Brian Hilliard, all experts from BNI, the worlds largest business networking organization, the timeless guide gives entrepreneurs all the steps they need to transform their current outreach efforts and secure a steady flow of business for any economic climate. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne,TN. Paperback.



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